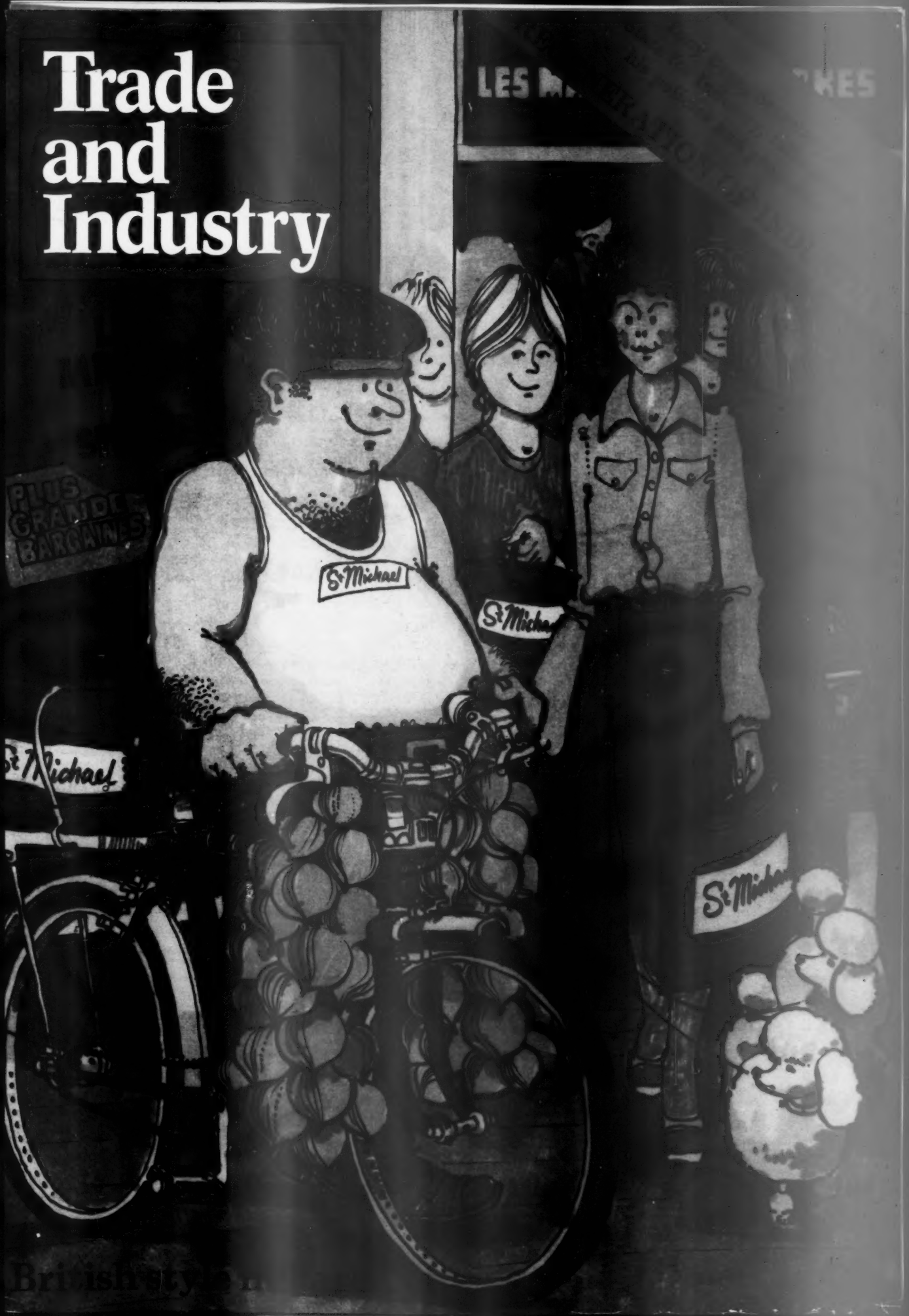
Trade and Industry



To all businessmen

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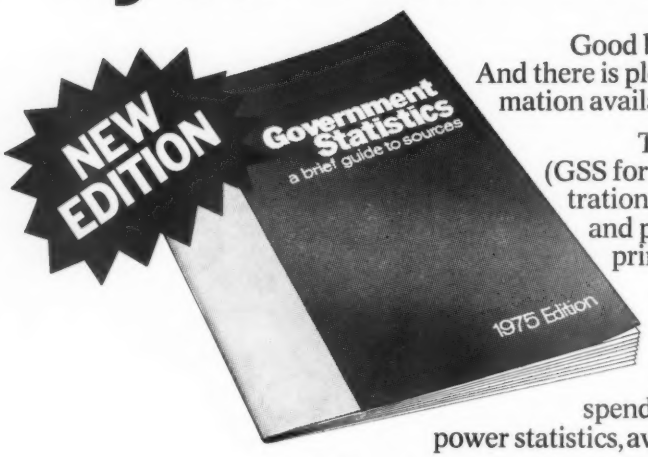

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2. Look at the published source.
3. For further information contact the appropriate department.
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   (ii) Write to the Central Statistical Office, Gt. George Street, London SW1P 3AQ.

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Trade and Industry

28 February 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

On Tuesday of this week Marks and Spencer opened its first store on the mainland of Europe – right in the heart of Paris, on Boulevard Haussmann. This is to be followed on 24 March by the opening of another store in the centre of Brussels, while, in the autumn, a third and larger unit is to start serving customers in Lyons. A report on the company's overseas activities, to which it is currently giving priority, is contained in this issue (page 500).

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Home News

'Now is the time to think of investment and expansion' – Minister tells small firms

Now is the time for the nation's small firms to be thinking about future investment and expansion plans, said Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, in Wales on 25 February.

'We should be ready to meet the opportunities of tomorrow – the opportunities that will come when British industry moves on to new paths of growth and expansion. What we need is energy – throughout industry, throughout the United Kingdom. It is because we are anxious to restore this energy; to restore confidence in growth, that we have decided on a new approach to industrial policy, that we have introduced the Industry Bill.'

Speaking at a Finance and the Small Firm trade show at the Cardiff Small Firms Information Centre, he praised the continued energy of small companies in Wales.

'More investment and more growth will of course help firms of all sizes,' he said. 'But we also recognise that there are a number of areas in which more can be done to help small firms. That is the purpose of this event.'

Mr. MacKenzie said that the Cardiff staff and the Department of Industry as a whole, are anxious to provide people thinking of starting a business with as much information and advice as possible so as to maximise the resources at their disposal.

'That people are starting up in business is obviously encouraging,' he said, 'and I think we should all seek to share their confidence. It is obvious that we in this country and in the rest of the world are going through a difficult economic period. Some may say that today is not the time to be thinking about anything other than survival – not the time to invest or plan expansion. But, I suggest that this is the time to be thinking about these things, so that we are ready to meet the opportunities of tomorrow – the opportunities that will come when British industry moves on to new paths of growth and expansion.

'Those firms which are ready to meet the up-turn in demand when it undoubtedly comes will count themselves fortunate in having paved the way to success now. Stimulating this process of investment and re-equipment for the future is the main aim of our industrial policy as a whole.

'But now is also the time to look at every aspect of business operations, so as to maximise efficiency. To look at new methods in finance, in selling, marketing, advertising or production arrangements – all the skills needed to make a successful business, however small or large.

'This is exactly the value of this event and of the work of the Small Firms Information Centres as a whole.'

Applications for investment grant

The Department of Industry has accepted since 1 January 1975 applications for investment grant in respect of capital expenditure incurred in the period 1 July to 30 September 1974. Such applications have been payable from 1 January 1975.

The Department now announces that applications in respect of the following quarter 1 October to 31 December 1974 will be accepted from 1 April 1975 and that payment on such applications, after approval, will begin from that date.

Investment grant is payable on expenditure incurred after 26 October 1970 only where it arises under a contract entered into by that date. Applications should be made to the Department on the appropriate form, accompanied by form IG/32 (or form IG/33 for ships) and relevant evidence of contract.

Closing dates

The Department reminds applicants that, by virtue of the Investment Grants Termination (No. 4) Order 1974 and of the Direction made under it on 6 May 1974, no investment grant will be made in respect of expenditure incurred in the period 1 July to 30 September 1973 unless application on the appropriate form and accompanied by a report by an independent accountant is made to the Department of Industry before 1 April 1975. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by one of the Grants Offices not later than 31 March 1975.

Applications relating to expenditure incurred during the following periods should be made by the dates specified:

Expenditure incurred	Date before which application must be made
1 October 1973-	
31 December 1973	1 July 1975
1 January 1974-	
31 March 1974	1 October 1975

By virtue of the Investment Grants Termination (No. 5) Order 1975 and of the Direction made under it on 17 February 1975 applications relating to expenditure incurred during the following periods should be made by the dates specified:

Expenditure incurred	Date before which application must be made
1 April 1974-	
30 June 1974	1 January 1976
1 July 1974-	
30 September 1974	1 April 1976
1 October 1974-	
31 December 1974	1 July 1976
1 January 1975-	
31 March 1975	1 October 1976

Firms contemplating applying for investment grants towards expenditure incurred on the production of prototypes must also comply with all the requirements as to the making of applications by specified terminal dates. Special considerations may affect this type of application and if firms foresee difficulty in meeting these requirements they should seek guidance from the appropriate office.

Regional development grants

Regional development grants will not be paid on expenditure towards which an investment grant has been made. However, application for a regional development grant on assets provided on or after 22 March 1972 may be made towards capital expenditure on new machinery or plant in development areas defrayed after 21 March 1972 on which application for investment grant is not being made, even though the expenditure relates to an asset towards some expenditure on which an investment grant has been made.

Guidance on the preparation of forms may be obtained from the appropriate Office. The addresses of the Offices are:

Department of Industry, Regional Development Grants Office,

Queensway House,
West Precinct,
Town Centre,
Billingham,
Cleveland TS23 2NF
Tel. (0642) 553671
Telex 58608

St. Peter's House,
Stanley Precinct,
Bootle,
Merseyside L20 3LZ
Tel. 051-922 4030
Telex 627162

24/26 Newport Road,
Cardiff CF2 1SY
Tel. (0222) 42611
Telex 49538

Magnet House,
Waterloo Street,
Glasgow G2 7BT
Tel. 041-221 9833
Telex 77611

and (for ships and computers only)

Department of Industry,
Investment Grants Office,
Colman House,
Victoria Avenue,
Southend-on-Sea SS2 6DU
Tel. (0702) 41341 and 41362
Telex 99288

£12m development at BSC's Consett Works

The British Steel Corporation has announced a £12 million development plan for its Consett Works in north-west Durham. The bulk of the investment will be spent on developing the existing billet mill to double its capacity and thus establish Consett as a principal producer of billets and narrow slabs, but provision is also made for blast furnace improvements.

The new developments are due to be completed in approximately 30 months.

New industrial estate for Liverpool

Eric Heffer, Minister of State for Industry, has announced that the Department of Industry is to take over a 21-acre site at Gillmoss, Liverpool, for redevelopment.

This site is on the East Lancashire Road at the large factory complex built by the Government during the last war, part of which is still occupied by the GEC Group. The section being taken over is the factory formerly known as the Napier Works which was used for the manufacture of diesel engines up to 1969.

The Department of Industry has been concerned for some time that the premises should be used effectively to provide further job opportunities in Merseyside.

It is now proposed to demolish the existing buildings which, after clearance, will leave a 21-acre site available for the erection of modern factory units for purchase or rent.

This redevelopment will be carried out by the English Industrial Estates Corporation as agents for the Department of Industry. Inquiries should be directed to the Regional Office at Sunley Building, Piccadilly Plaza, Manchester M1 4BA (tel. 061-236 2171).

Tony Benn, Secretary of State for Industry, at the formal opening of Priestley House in the centre of Leeds, the new premises of the Department's Yorkshire and Humberside Regional Office.

Chrysler Corporation writes to Tony Benn

The text of a letter from the Chrysler Corporation to Tony Benn, Secretary of State for Industry, was published on 25 February in an answer to a written Parliamentary question to Mr. Benn from Maurice Edelman (Coventry, North-West).

The letter reads: 'We can understand your concern about the future of motor vehicle manufacturers in Britain and appreciate your continued interest in Chrysler United Kingdom.

'These are difficult times for the automobile industry in many parts of the world. Worldwide inflation, the energy crisis and the recession resulting from these two problems, has natually affected the automobile industry more than most others because of its peculiar susceptibility to cyclical swings. Chrysler United Kingdom faces many of the same difficulties being faced by automotive manufacturers throughout the world.

'Chrysler United Kingdom has the facilities and capacity to participate fully in the British market. It forms an integral part of Chrysler's operations in Europe and its products are sold by Chrysler companies throughout the world. In addition, the company provides a manufacturing support base for many other companies. As you undoubtedly know, Chrysler United Kingdom shipments of vehicles to Iran establish the company as one of the world's largest KD automotive exporters to one customer. The growth potential in this programme with its attendant employment opportunities, continues to be most encouraging.

'In spite of these strengths, it is clear that the current times are very difficult for the company. We believe that for the benefit of the British economy and the company and its employees, dealers and suppliers, it is necessary that all of us do what we can to assist the company and the entire British automotive industry to reach its full potential. We have had to take a number of difficult steps to adjust to economic conditions in the United Kingdom. We are continuing to review the situation to see what additional steps have to be taken. In this regard, attention must be given to the fact that considering projected future industry sales, Chrysler United Kingdom has substantial excess average annual capacity for the assembly of built-up vehicles.

'In summary, the strategy of the Chrysler companies, including Chrysler United Kingdom, is to adapt their levels of production and related cost structures to enable them to operate profitably in the "dramatically reduced markets" to which you refer in your letter.

'We will continue to work with all of the company's managers and employees to achieve maximum productivity in all of the company's operations. Ultimately, the success of the company, as well as the security of their jobs, rests on the ability of the company to produce efficiently and at costs that are competitive with other automotive manufacturers throughout the world. In the final analysis, it is only a successful, profitable company that can pay the high wages and other benefits that make life better for them. This is a message that we believe should be emphasised as strongly as possible, and we welcome the help of the Government in this regard.

'Sales of all motor products in the United Kingdom at this time are depressed. We recognise the causes of this situation and realise that they are essentially of a worldwide economic nature. Nevertheless, we have to sell our products both domestically and abroad, and in order to export successfully, we must first have a secure home market base. We hope, therefore, that the Government will pursue economic, monetary and taxation policies which will stimulate the purchase of motor vehicles. Special consideration should be given to reducing vehicle taxes and hire purchase restrictions. Increased sales of motor vehicles will provide increased job stability and assist us in our efforts to improve Chrysler United Kingdom's operations.

'Finally, we consider it essential that the Government do all in its power to foster a climate that provides incentive for investment. In addition to sound management and a productive work force, investment is necessary for economic improvement and the prospect of sound profits is necessary to encourage investment. Without the prospect of satisfactory profits, neither Chrysler United Kingdom nor any other company can be expected to undertake new investment. We believe it is essential that this be widely understood, and we would appreciate your help in this regard.

'In summary, Chrysler has a very substantial investment in the United Kingdom. Chrysler United Kingdom, along with other automotive manufacturers throughout the world is currently facing difficult times. We intend to make every possible management effort to improve the situation as rapidly as possible and remain a strong competitor in the British market. The active support of labour and the Government is necessary to accomplish this task. We need and welcome your assistance in this endeavour.'

Postal price changes accepted

Proposals for increased postal and telecommunication charges, put to the Price Commission and the Post Office Users' National Council, have been accepted by both bodies and will come into effect in March and April.

The increases come under the policy announced by the Chancellor of the Exchequer in his last Budget speech, for a phased return to economic pricing in the nationalised industries. The Post Office told POUNC and the Price Commission that the increases would still leave the Post Office with a loss of about £50 million in the year beginning in April.

From 17 March the basic rate for first-class letters will be 7p, for second-class letters 5½p, with consequential changes at higher points in the scale. Inland parcel post rates will increase on average by 50 per cent. There are also increases in prices for overseas postage, and Postal Orders up to £1 will cost 6p; over £1, 8p. Giro inpayments will go up from 10p to 13p.

The new telecommunication charges come into effect from 28 April. They will put the average household telephone bill up by 29 per cent; the average business bill by 41 per cent. Exchange line rental for a domestic line will go up from £6.25 a quarter to £8.25, for a business line from £7.25 to £9.75 while the maximum connection charge will go up £5 to £45.

Call charges will increase by 29 per cent overall, with the unit fee increased from 1.5p to 1.8p – the times allowed for the unit fee being adjusted as necessary. There will be substantial increases in charges for subsidiary apparatus, to bring in £100 million in 1975-76: within this total the percentage increase on individual items will vary widely.

There will also be increases in the charges for telegrams.

Rail subsidy on domestic solid fuels to end

The Government subsidy offsetting increases in the cost of transporting domestic solid fuels by rail is to end on 1 April. This means that increases totalling some 32 per cent in rail freight charges will from that date apply to the transport of these fuels. The subsidy came into effect on 30 June 1974.

The cost of the subsidy for the year ending 31 March, is estimated to be about £4.2 million. Its removal is likely to result in retail price rises for these fuels of not more than 3 or 4 per cent. These rises will reflect the increased cost to merchants of rail-delivered coal – on average about 70p a ton – which will result from the higher freight rates.

Official encouragement for freight switch to rail

Welsh companies sending freight by rail will get grants from the Government, the Secretary of State for Wales, John Morris, announced on 19 February.

The scheme is aimed at encouraging firms to switch freight from road to rail. Grants will be available towards the cost of loading or unloading freight which can be carried by rail, where this benefits any locality or its inhabitants.

Applications under Section 8 of the Railways Act 1974 will be accepted for projects initiated after 31 July 1974, the date of Royal Assent.

Mr. Morris said: 'I very much welcome this development. It will enable me to take positive action to assist firms to send freight by rail wherever they can, to encourage the use of rail for the traffic which it is best suited to handle, and in this way to make a real contribution to the improvement of the environment.

'The availability of the new grants will also do something to help the development of industry in areas where it is most needed, including those particularly affected by the run-down in steel, where there is already good general access to the rail network. I am confident that it will in due course be a useful factor in furthering the work of the Welsh Development Agency.'

Any consignor or consignee of freight will qualify for a grant towards the capital cost of providing the necessary facilities. Applicants will be expected to discuss their proposals first with British Rail or Freightliners Ltd. and to get support from appropriate local authorities.

The range of facilities likely to qualify for grant includes private rail sidings and associated signalling, loading and handling equipment, access and storage areas, essential buildings and specialised rolling stock which is to be used excusively by the applicant. Special provision for environmental protection and, in certain circumstances, land and design costs, may also be considered. Each case will be treated on merit.

The rate of grant is to be 50 per cent of the cost of eligible facilities and the balance will qualify as capital allowance for Corporation Tax in the normal way. This could mean that a company paying Corporation Tax might have to find as little as 24 per cent of the cost of providing its rail freight handling facilities.

Total cost of the financial assistance that the Government will give to private facilities under this scheme cannot at present be estimated accurately; much will depend on the proposals put forward. It was estimated when the Railways Bill was introduced last year that expenditure might amount to about £5 million a year. During the Committee Stage of the Bill the Minister for Transport said he hoped the response to the scheme would be such that this estimate was exceeded.

An explanation of the grant scheme and notes for guidance of applicants can be obtained from the Welsh Office, Roads Division, Graham Buildings, Newport Road, Cardiff CF2 1YU.

Eric Deakins (left), Parliamentary Under-Secretary of State, Department of Trade, who has responsibility for the film industry, seen at The Rank Organisation's Pinewood Studios in Iver, Buckinghamshire. During his visit he discussed problems facing feature film production in Britain. He was accompanied by F. Morris Dyson of the Department's Films Branch. Mr. Deakins was shown around the massive studio, which has been in the forefront of British film production since 1936. He met producers and trades unionists and later discussed the industry with them and E. A. R. Herren, managing director of Pinewood, Denis Holland, general manager, and Cyril Howard, assistant general manager. With Mr Deakins in the picture are Arthur Franks, Pinewood's operations manager (centre) and Mr. Howard.

Hydrojet high-pressure water jet unit ready for loading on the *Queen Elizabeth 2*, where it will be used for on-board maintenance. The unit was designed and manufactured for the job by the Hydrojet Division of A. Long & Co. Ltd., Hounslow. It is a 50 hp. skid-mounted machine suitable for a wide variety of marine work, including maintenance of boilers, tanks, pipework, hulls and superstructures. The Hydrojet Division designs and produces a wide range of units and is currently supplying 35 industries in 25 countries.

Record coastguard activity

There was a dramatic rise of 16 per cent in the number of rescue operations undertaken by HM Coastguard in 1974. The Service handled a record number of operations – 5,572 – as a result of which 6,760 people were saved, although 268 lives were lost. Comparable figures in 1973 were 4,811 operations, 5,060 people saved and 237 lives lost.

HM Coastguard is the co-ordinating authority for all search and rescue operations around the coast. More than 70 per cent of the incidents handled were in the recreational activity class. Incidents involving merchant shipping and commercial fishing vessels accounted for only 10 per cent of the total, although these were up on the previous year.

Commenting on the year's work the Chief Inspector, Lt. Cdr. John Douglas said: 'The most noticeable trend has been in the increased use or rather misuse of inflatable toy dinghies and airbeds. The most common mistake is to allow children to play unsupervised in these toys in offshore winds.

While not wishing to stop children's fun and games, the Coastguard view is that they should only be used in shallow pools and not on the sea where there is the slightest possibility that control will be lost. The inflatables drift rapidly, even in a breeze, and rescue by helicopter, lifeboat or other craft can be extremely difficult. In the worst cases the child leaves the inflatable to try to swim ashore.

'Searches for missing small craft or persons are frequently made difficult by lack of accurate information on the type of activity being undertaken, with a poor description of the missing craft. More use of the Coastguard Safety Scheme for small craft (CG 66 procedure) would be helpful. The simple precaution of filling in form CG 66 and telling somebody ashore what is intended on the trip to sea could reduce a great deal of unnecessary work by the search and rescue services and perhaps reduce the number of drownings which occur.

'Virtually all boat owners are proud of their craft. The Coastguard hopes that this pride will be extended to pride in good seamanship which by long tradition extends to providing assistance to those in trouble. The best way to do this is by co-operating fully with the Coastguard before an incident occurs.

'The weather has always been and will continue to be the major factor which either causes distress or hampers the rescuers. In 1974 the gales normally expected at the Equinox came three weeks to a month early and as a result many mariners were caught at sea in August and September in conditions they would have preferred to have avoided. The *Morning Cloud* tragedy is a case in point. Weather forecasts are very much better than some cynics would have us believe. The trouble is that all too often other factors, such as the need to arrive at a particular time at a particular place or to remain at the scene of commercial operations, such as fishing, influences the judgment of mariners.

'Those of us who are involved in rescue at sea may perhaps be forgiven for emphasising the gloomier aspects of our business when it is realised that so many of the reports of casualties show that trouble could have been avoided by a little more common sense or attention to details. On the credit side the development of better equipment and higher skills does give those who get into trouble through no fault of their own a better chance. Many Coastguard operations rooms, served by a very comprehensive communication system, bear no comparison to those of five years ago but there is still a long way to go.'

Public inquiry into collision between MT 'Clarkwood' and MT 'Admiral Vian'

The Formal Investigation into the circumstances surrounding the collision between MT *Clarkwood* and MT *Admiral Vian* will open at 10.00 a.m. on Wesdnesday, 19 March at the Sheriff Court Buildings, Aberdeen.

Sheriff Principal Gimson will preside over the Court.

North Atlantic scheduled service fares and advance booking charters

The Civil Aviation Authority has, with one minor adjustment, approved the North Atlantic scheduled service fares, including the new APEX fares, which have recently been submitted by IATA after long and difficult negotiations. The adjustment in question is to apply the same rate of currency surcharge to all fares. The effect of this is to increase the Sterling levels of APEX fares by about 2¼ per cent. (Passengers who have booked and paid before 19 February will not be required to pay any more.)

In addition, the Authority has decided to permit discounts of up to 10 per cent for children who have not reached their 12th birthday travelling on ABC flights after 30 April 1975. (There is no minimum price for infants under two years of age.) The CAA believes that these two measures will go some way towards redressing the balance between APEX and ABC facilities that was envisaged at the time when ABC minimum prices were settled last autumn.

The Authority is also exploring the possibility of adjusting the arrangements for the filing of passenger lists so as to allow intending ABC travellers to book right up until the 60th day before the date of the outbound flight, as is possible with APEX fares.

Land and General Developments Ltd. and Napet Securities Ltd.

On 3 December 1974, Mr. M. C. Nourse, QC, and Mr. P. W. G. DuBuisson, FCA, were appointed as inspectors to investigate the affairs of Land and General Developments Ltd. under the provisions of Sections 164 and 172 of the Companies Act, 1948. They are also investigating the affairs of Napet Securities Ltd. under the provisions of Section 166 of the Companies Act, 1948.

Interim report

On 21 February 1975, the inspectors submitted to the Secretary of State for Trade an interim report. The inspectors recommended that the Secretary of State should:

1 present a petition for an order under Section 210 of the Act of 1948 for the regulation of the conduct of the company's affairs in future, and in particular for the early enfranchisement of the non-voting shares in the company upon such terms as the Court shall think fit;

2 if necessary, apply in those proceedings for interim relief to prevent any changes in the board of the company from being made at the extraordinary or annual general meetings on 28 February 1975 (today).

Petition to the Court

The Secretary of State on 24 February 1975 presented to the Court a petition for an Order under Section 210 of the Companies Act, 1948, which has been set down for hearing on 24 March 1975.

A hearing was due to be held before Mr. Justice Templeman at the Royal Courts of Justice on 26 February, seeking interim relief in connection with the extraordinary and annual general meetings to be held on 28 February, designed to prevent any change in the composition of the board of directors until after the hearing of the Secretary of State's petition.

Section 210 of the Companies Act 1948 provides an alternative remedy to winding up in cases of oppression and is designed to relieve from hardship oppressed minorities.

The Court may make such Order as it thinks fit, whether for regulating the conduct of the company's affairs in future, or for the purchase of the shares of any members of the company by other members of the company, or by the company, and, in the case of a purchase by the company, for the reduction accordingly of the company's capital or otherwise.

Supply and exports of wire rope and fibre rope and cordage

Undertakings have been given by Bridon Ltd. (known formerly as British Ropes Ltd.) to implement recommendations made by the Monopolies Commission in their report on the supply and export of wire rope and fibre rope and cordage. Alan Williams, Minister of State for Prices and Consumer Protection, replying to a question, said in the House of Commons on 20 February:

'As a result of the consultations which the Director General of Fair Trading has, at my request, had with Bridon Ltd. (formerly known as British Ropes Ltd.), the company have given certain undertakings which I consider as requisite for the purpose of remedying or preventing the adverse effects specified in the report.

'Bridon Ltd. have undertaken not to give to, or to seek from, other manufacturers of wire and fibre ropes and cordage any information relating to the level of discounts quoted or granted to domestic customers. They will require other manufacturers to act in a similar fashion towards them and will inform the Director General if any manufacturer fails to obey this requirement.

'The company has already withdrawn from the so called "flag" agreements between it and certain overseas manufacturers not to undercut each others' tender prices for supplies of ropes to ships of their respective countries and will not enter into such agreements again in the future.

'I will be asking the Director General to keep under review the carrying out of the undertakings. Copies of which will be placed in the library.'

Notes

The reference to the Monopolies Commission was made on 23 March 1971 and the report was published on 21 November 1973. The Commission found that monopoly conditions (as defined in the legislation in force when this report was submitted) prevailed in the supply and exports of wire and fibre ropes, because one supplier, British Ropes Ltd. (now known as Bridon Ltd.), had more than one-third of both home and export markets.

The Commission found that two particular practices of Bridon operated against the public interest and recommended that they should cease. These were

i the giving to and receiving from other manufacturers information about the level of discount allowed to particular home customers; and

ii the 'flag' agreements under which Dutch, Norwegian and German manufacturers and Bridon agreed not to undercut each others' tender prices for supplies of ropes to ships of each other's respective countries.

It is these recommendations which the undertakings are designed to implement.

References to Monopolies and Mergers Commission

The proposal by H. Weidmann AG to acquire and subsequently consolidate certain Swiss shareholdings in B. S. and W. Whiteley Ltd. is to be referred to the Monopolies and Mergers Commission by Shirley Williams, Secretary of State for Prices and Consumer Protection, for investigation and report under the provisions of the Fair Trading Act 1973.

The holdings concerned amount in aggregate to some 33 per cent of the issued share capital of B. S. and W. Whiteley. As it may also be that a merger situation, qualifying for investigation under the Act, already exists between H. Weidmann AG and B. S. and W. Whiteley Ltd., the Commission is also being asked to investigate and report on this under the terms of the reference. The Commission is being required to make its report within five months.

The decision to make a reference to the Commission does not in any way prejudge the question whether or not the merger concerned is contrary to the public interest. It is for the Commission to report on this after investigation.

The Secretary of State for Prices and Consumer Protection has also decided to refer the proposed acquisition by Norvic Securities Ltd. of W. Canning and Co. Ltd. to the Monopolies and Mergers Commission for investigation and report under the provisions of the Fair Trading Act 1973. The Commission are being required to make their report within five months.

The decision to make a reference to the Commission does not in any way prejudice the question whether or not the merger concerned is contrary to the public interest. It is for the Commission to report on this after investigation.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the proposed merger between CSR Ltd. and The Australian Estates Co. Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Undertakings given to Director General of Fair Trading

The Director General of Fair Trading announced on 19 February that he has obtained written undertakings under Part III of the Fair Trading Act 1973 from Gilwood Finance Co. Ltd., trading as Portland Pest Control, of Hove, Sussex, and from its managing director, James Gilbert Woodley.

Part III of the Act provides that where it appears that a trader (which can include a company) has persisted in a course of conduct detrimental to the interests of consumers and has disregarded his obligations under the criminal or civil law, the Director General can seek written assurances from the trader that he will refrain from continuing his course of conduct. If an undertaking is either refused or broken, the Director General can seek from the Restrictive Practices Court or County Court an order forbidding the trader to continue such conduct. Breach of an order amounts to contempt of court and lays the offender open to fine or, in the case of an individual, imprisonment.

The Office of Fair Trading states that Gilwood Finance Co. Ltd., which specialises in the treatment of woodwork – usually loft timbers – in private houses against pest infestations, appears to the Director General to have broken its civil obligations to a number of customers.

In its undertaking the company, through its managing director and company secretary, agrees to take all possible steps to avoid committing any breaches of contract when treating domestic woodwork; undertakes not to induce business through its servants or agents by knowingly, recklessly or negligently making false statements; and undertakes to refrain from demanding final payment without ensuring that the work has been done in accordance with the terms of the contract.

Mr. Woodley undertakes to refrain from consenting to or conniving at the company's course of conduct, to refrain from carrying on a similar course of conduct in any businesses which may at any time be carried on by him, and to refrain from consenting to or conniving at the carrying on of any such course of conduct by any other body corporate in which he at the time serves as an officer or holds a controlling interest.

The undertakings

The full terms of the undertaking of the company are as follows –

Gilwood Finance Co. Ltd., a body corporate, trading as 'Portland Pest Control', by its managing director and its secretary hereby gives to the Director General of Fair Trading written assurances sought by him pursuant to Section 34(1) of the Fair Trading Act 1973 that:

1 In the conduct of its business, it will take all possible steps to ensure the performance of contracts for the treatment of domestic woodwork by providing treatment in accordance with the express terms of the contract and by carrying out the work in a proper and workmanlike manner;

2 In the conduct of its business, it will not demand final payment for work done without ensuring by inspection or otherwise that the said work has been done in accordance with the terms of the contract;

3 It will not, in the conduct of its business, by its employees or self-employed contractors or agents seek to induce consumers to enter into contracts with the company for the treatment of domestic woodwork by making false statements about the condition of domestic woodwork whether knowingly, recklessly or negligently; and

4 It will operate its business strictly in accordance with the terms hereof and will refrain from any course of conduct in breach of the aforesaid terms and from any similar course of conduct.

The full terms of the undertaking of the managing director are:

I, James Gilbert Woodley, Managing Director of Gilwood Finance Co. Ltd., a body corporate trading as 'Portland Pest Control', hereby give to the Director General of Fair Trading written assurances sought by him pursuant to Section 38(1) of the Fair Trading Act 1973 that I will refrain:

1 from consenting to or conniving at the course of conduct of Gilwood Finance Co. Ltd. of:

a failing to perform contracts for the treatment of domestic woodwork by not providing treatment in accordance with the express terms of the contract and by not carrying out the work in a proper and workmanlike manner;

b demanding final payment for work done without ensuring by inspection or otherwise that the said work has been done in accordance with the terms of the contract;

c seeking by its employees or self-employed contractors or agents to induce consumers to enter into contracts with the company for the treatment of domestic woodwork by making false statements about the condition of domestic woodwork whether knowingly, recklessly or negligently;

2 from carrying on any similar course of conduct in any business which may, at any time, be carried on by me:

3 from consenting to, or conniving at, the carrying on of any such course of conduct by any other body corporate in relation to which at any time when that course of conduct is carried on, I am a director, manager, secretary, or similar officer or in which I have, at any time, a controlling interest.

Note: Information on which the Director General bases requests for undertakings comes from many sources, including the local authorities who enforce consumer legislation, consumer organisations, the news media, and the courts who are authorised to inform the Director General of convictions and judgements which may be material to his powers under Part III.

Simpler VAT schemes from April

HM Customs and Excise have announced that the new, simpler special schemes for VAT retailers will come into effect on 1 April and will then supersede the existing schemes.

The date is given in VAT News No. 5, which is distributed to all VAT registered traders. Details of the nine new schemes are given in the recently published Notice No. 727 which has been sent to every retailer concerned to help him decide which scheme is best suited to his business.

For the most part the new schemes are improved versions of existing arrangements, which were designed to enable retailers to pay VAT on their sales without having to keep a detailed record of every sale made. One completely new, simple scheme has been added for very small businesses.

Notice No. 727 explains the schemes in general terms, gives guidance on how to choose between them, describes the general rules which apply, and explains how retailers can deal with special kinds of transactions.

In addition each of the schemes is described in its own separate Supplement which deals with its day-to-day operation. Included in some of the Supplements are model work-sheets which fold out and can be read alongside the step-by-step explanations of the scheme's calculations.

The schemes incorporate the experience gained in two years' operation of VAT and follow extensive consultations with representative trade bodies. They have been tailored to meet the special requirements of retailers and should be easier to operate than the existing schemes, irrespective of any possible future changes in VAT rates.

After deciding on a scheme, retailers can send off the prepaid postcard included with Notice No. 727 to obtain the relevant Supplement.

VAT News No. 5 also contains information about new VAT arrangements for retail pharmacists and changes in the VAT treatment of some business promotion schemes.

A revised edition of Notice No. 701 (VAT: Scope and Coverage), replacing the June 1973 issue and later amendments, is being distributed to all VAT registered traders along with VAT News No. 5.

Copies of the revised Notice can be obtained from any Customs and Excise VAT office.

Energy minister outlines Government policy on North Sea oil

A wide ranging review of the Government's policies in relation to the development of North Sea oil was made on 21 February by John Smith, Parliamentary Under-Secretary for Energy.

The review, contained in a paper presented by Mr. Smith to the Oil Development Council in Edinburgh, includes references to the Government's policies in relation to taxation, participation, BNOC, depletion and refinery policies,, conservation, finance, and exploration, development and production. Extracts from Mr. Smith's paper follow:

The objectives of Government North Sea policy are: 'to ensure that not only North Sea and Celtic Sea oil are brought into full public ownership, but that the operation of getting and distributing them is brought under full Government control with majority public participation'.

On taking office, the Government began a review of Continental Shelf Policy and took careful note of the report by the Public Accounts Committee. The policy is designed to give a fair share of benefit from North Sea oil to the community; yet in formulating the policy the Government recognises the need for the oil companies to earn a suitable return on their heavy investment. The outcome of the Government's review of policy was the proposals in the Government's White Paper (Cmnd. 5696) on 11 July 1974. The recommendations of the White Paper are to be translated into legislation largely in the Oil Taxation Bill and the Petroleum Bill.

Taxation

The Government stated in the White Paper that they proposed to increase the public share through new taxation arrangements. The Oil Taxation Bill has been given a second reading in the House of Commons and is now being considered in Committee. The new arrangements proposed for revenue to be derived from Continental Shelf oil in addition to royalties are briefly:

i A Petroleum Revenue Tax (PRT) on profits; and
ii A 'Ring fence' round profits from such production for corporation tax purposes.

In the meantime consultations are being held by the Paymaster General with the companies. The Paymaster General made a statement in the Debate in Committee on 16 January on the progress of these consultations. He referred in particular to the Government's intention to make suitable provision for marginal fields, and to the Government's further considerations of the rate of PRT. He also described certain detailed amendments which the Government propose to the Bill in the light of the consultations. On 30 January the Paymaster General made a further statement which will exempt from PRT natural gas supplied to British Gas Corporation, under contracts concluded by 30 June 1975.

On the question of marginal fields the Paymaster General said that there were two broad ways of dealing with the problem:

i the discretionary method whereby assistance would be given to particular fields at the discretion of the Government where it was argued that they would not be developed otherwise.
It will be proposed in the Petroleum Bill that the Secretary of State should have the power, with the consent of the Treasury, to defer, waive or refund royalties in whole or in part. It is also proposed, at an appropriate stage, that there should be a tax provision under which refunds will be free of PRT. Whether such refunds should be free of corporation tax as well is still being considered.
ii a non-discretionary method is proposed under which there would be assistance generally available within the tax system in a form that would help marginal fields differentially. The industry have made a number of proposals but the decision as to how the non-discretionary provisions will be made within the structure of PRT has not yet been taken.

The Paymaster General said that the most important decision to be taken was the rate of PRT (which was not included in the Bill). Good progress is being made in analysing the considerable amount of information supplied by the companies. An announcement of the rate will be made at the earliest possible moment.*

It is the Government's belief that majority state participation in the existing licences for commercial fields provides the best means for the nation to share fully the benefits of North Sea oil. It will be a condition of future licences that the Government will have the option to take majority participation in all commercial fields under those licences. The Government also stated in the White Paper that it would be inviting the holders of current licences to negotiations to discuss majority participation in their commercial discoveries.

All the companies with interests in the 12 commercial oilfields have since been seen and informed of the general lines of the Government's objectives. The Government are now awaiting the companies response to the request to them to confirm that they are willing to continue with the negotiations, and to put forward their own detailed proposals.

Progress on BNOC

The public stake in current and future licences will be held by the British National Oil Corporation (BNOC) a new publicly owned enterprise. One of the main functions of the Petroleum Bill is to set up the BNOC – its headquarters will be in Scotland, but the exact location has not yet been chosen. We are giving this matter very careful consideration in consultation with the Scottish Office.

The Government are determined to attract high calibre people at both Board and staff level. In order to achieve this objective the Government realises that the BNOC will have to offer competitive salaries. In order to fulfil its role effectively the BNOC must be able to act decisively and constructively in the same way as its commercial partners, subject only to some strategic controls by the Secretary of State for Energy; there is no question of the Department of Energy becoming involved in BNOC's detailed operations.

BNOC wil be empowered to extend its activities 'downstream' which will include refining and marketing operations. BNOC's existence as a fully integrated oil company will strengthen its commercial position in the industry.

Depletion and refining policies

The Secretary of State has given assurances on the Government's intentions for refining and depletion policies, issues which are of great concern to the oil companies. Statements were made in the House of Commons on 6 December 1974.

Gas depletion raises separate questions from oil, even though, in many cases, the gas and oil are found together. Existing gas contracts are a major constraint for a gas depletion policy and a separate study is being made.

Refinery policy

The United Kingdom has about 130 million tons per annum (mtpa) net capacity at present and with new refineries either under construction or the subject of planning applications, and expansions at existing sites, we expect capacity to reach 150 mtpa net by the early 1980s – enough to meet anticipated UK demand and provide some for exports. But companies may be able to demonstrate a need for additional projects, for instance to supply new markets or to link with petro-chemical developments,, or to fill a gap in an integrated company's European operations.

Conservation

In association with the Government's policies for depletion and disposal we have to give regard to our overall need for an energy conservation policy. Many of the measures this Government have taken are geared to reducing the consumption of oil and thus reducing the balance of payments deficit.

The Government's energy conservation programme began last year with the publication of the Central Policy Review Staff Report in June and the setting up of the Advisory Council on Energy Conservation which began its work in October 1974. Much has already been achieved. As announced in the November 1974 Budget, subsidies to the nationalised energy industries are to be phased out completely as soon as

*On 25 February the Paymaster General proposed further tax relief for oil companies operating in marginal fields and announced a rate of 45 per cent for the PRT.

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practicable; VAT on petrol was increased to 25 per cent and tax allowances for expenditure on the insulation of industrial buildings was raised from 40 per cent to 100 per cent. On 9 December 1974 the Secretary of State for Energy announced an interim package of energy saving measures which included restrictions on space heating; speed limits; display advertising; announced an energy saving loan scheme for industry, higher petrol costs; improved insulation standards and incentives to industry, unions and public authorities.

The package is nevertheless only part of an evolving conservation programme which will be reinforced and extended as necessary.

Petroleum Bill

There will be powers in the Petroleum Bill, which is to be presented to Parliament in the spring, for additional control over licences and pipelines.

Finance

The Government is concerned that the development of the Continental Shelf proceeds as fast as possible. The financial arrangements which are necessary for commercial oil fields to be developed are complicated and take time to arrange. Officials have been holding talks with Banks and oil companies in order to keep in touch with developments and to assist where necessary.

Some of the participants in the Thistle field represented to the Department of Energy in December 1974 that financing difficulties experienced by two of the smaller partners in the field were threatening the development timetable. On receiving from the group an assurance that they would use their best endeavours to proceed with field development on time, and on hearing that the operator had entered into the immediately necessary contractual commitments, the Secretary of State for Energy gave certain companies an assurance that, subject to Parliamentary approval, if Tricentrol or United Canso Oil and Gas (UK) Ltd. defaulted and no acceptable alternative solution were available, the Government would step into their shoes, meet their share of future development costs and take their share of the oil. The purpose of this assurance was to ensure the continued development of the Thistle field. Similarly, the Secretary of State for Energy's statements in the Commons of 15 January and 23 January – Burmah laid stress on the Government's wish to avoid any delay in developing the major fields of Ninian and Thistle.

Exploration, development and production

Exploration activity in the North Sea remains at a high level with 13 wells currently authorised for exploration and a further 10 wells authorised for appraisal. During 1974, 117 wells were drilled, 66 for exploration and 27 for appraisal. By the beginning of this year a total of 662 wells had been drilled on the whole of the UK Continental Shelf and about 2/3 of these were for exploration and appraisal.

Appraisal work on the major fields which are expected to contribute significantly to production up to 1980-81 has been largely completed. Since the Brown Book was published in May last year, a number of discoveries have been made, and the number of fields assessed by the companies as commercial has increased from 10 to 12. The two new fields are, Heather and Claymore. Other discoveries are in blocks 16/28 (Andrew), 211/13 (Magnus), 15/16 and 21/1. Only one well has been drilled on each of these finds and further drilling will be necessary to determine the extent of reserves and whether or not the fields are commercial. In addition, recent drilling in block 211/24 has indicated that the Norwegian Statfjord field might extend into UK waters.

The first major oil field to come on stream is expected to be the Forties Field, later this year. Its oil will be landed by pipeline at Cruden Bay, in Aberdeenshire, and taken by landline to the Grangemouth refinery. Oil from the small Argyll field is expected to be landed by tanker this spring. It is expected that oil production will build up rapidly during the later years of this decade to reach a level of between 100 and 140 million tons per annum during the early 1980s. Such a level of production would contribute significantly to alleviating the oil-related deficit in our balance of payments position, and the Government is determined to encourage an all-out effort to achieve this.

Supply of equipment

The demand for goods and services to develop the UK offshore resources offers significant opportunities for British industry. Accordingly the Offshore Supplies Office (OSO) was set up in January 1973 to sponsor and assist industry to make the most of the market opened up by the oil and gas discoveries on the UK Continental Shelf.

The primary tasks of the OSO are to ensure that British industry is given a full and fair opportunity to compete for offshore business and to encourage the creation of an indigenous oil related expertise, particularly in Scotland and the developing regions of Britain. However, OSO does not exist to obtain preferential treatment for British firms or to shield them from international competition. While OSO's purpose is to ensure that UK companies are allowed the same opportunities as foreign competitors, the onus for making the most of those opportunities rests firmly with the companies themselves. The Government is anxious that a UK offshore supply and contracting capability should be built up on a fully competitive basis so that it can also sell to the offshore industry worldwide. The offshore market on the UK Continental Shelf is now worth at least £500 million a year of which UK registered firms are winning about half. The Government hopes that British firms will significantly increase their share of the market over the next few years. In addition, over 16,000 new oil related jobs have been created in Scotland since the end of 1970 and more are in prospect.

The other – and complementary – major concern of OSO is to assist the expansion of Britain's capability to supply the needs of the offshore market. Many firms are inexperienced in dealing with banks or in seeking other forms of private sector financial assistance and the OSO may be able to help. In other cases it is possible that financial assistance under the Industry Act 1972 may be appropriate.

The OSO is heavily involved in supporting platform fabricators by the provision of sites for building concrete oil production platforms. Following the Secretary of State for Scotland's announcement on 10 January that he has approved proposals for construction sites for concrete oil production platforms at Portavadie, Campbeltown and Hunterston, there are now six such sites in Scotland. In addition, there are four sites for fabricating steel platforms on the east coast of Britain.

OSO together with the Petroleum Production Division also helps to promote the development of UK technology.

The Secretary of State for Energy announced in April last year that the OSO would be greatly expanded and the headquarters would be located in Scotland. Prior to this, OSO had an overall complement of around 60 staff, of whom only 12 were based in Scotland. As a result of the expansion this complement will be trebled, of whom about two-thirds will be based in Glasgow.

The headquarters of the OSO was formerly established in Glasgow in September last year. The aim of this expansion is to enable the OSO not only to pursue its original objectives in greater depth but also to expand its role in new directions. For example, the OSO has taken on with Petroleum Production Division of the Department of Energy the responsibility to help minimise any further delays to the schedule for producing oil from the UK sector. OSO also aims to achieve a much closer working relationship with industry than has been possible before and to provide a much more comprehensive source of advice on the offshore market.

'Energy North' conference in March

The business opportunities offered by British offshore developments, the current reappraisal of the prospects for North Sea energy resources, and the general direction and impetus of British energy policy will be among the subjects discussed at the Energy North Conference, to be held at the Gosforth Park Hotel, Newcastle, on 24, 25 and 26 March.

The conference, which is being organised by the Conference Department of the Financial Times Ltd. in conjunction with the North of England Development Council, British Airways, and Fairplay International Shipping Weekly, will place particular emphasis upon those aspects of direct interest to businessmen from the north of England and Scotland.

The Government's view on the development of this region and the North Sea energy resources will be given by Edward Short, Lord President of the Council.

Delegate enrolment forms are available from the Financial Times Conference Department, 388 Strand, London, WC2R 0LT. (tel. 01-836 5444, telex 27347, cable FINCONF).

Britain

Regeneration of industry

Secretary of State, over the past year many people, representing all shades of opinion, have attempted to analyse your policies. How would you summarise them yourself – what, indeed, is your main objective?

Our problems in Britain are not just problems of economic management. We have reached a point in our history where reforms are needed if we're going to move forward. These are necessary, to my mind, partly because the industrial system we've been trying to operate isn't working well and partly because it's lost the consent of the community to a very large extent. As a child, one reads about the 'Age of Reform' from time to time in the history of any one country. I think we are in the middle, if you like, of an age of reform in Britain. I'm concerned to listen to and argue about people's views on reform, and to try to persuade them that some reforms are necessary. I think if these reforms can be carried through – as I'm sure they can with good will after a very keen and hard debate – we shall find that what now look very difficult problems will, in fact, turn out to be quite manageable. As to the details of those reforms, you know them because they've been published, but that's broadly the way I see it. The reforms relate, in effect, to the role of people and their right to control in various ways the decisions which affect their lives. I think this is really a democratic reform we're talking about in that sense.

But I think you will agree that there is much confusion and misunderstanding in industry. On planning agreements, for instance, a lot of firms talk to me about their fear of having to deal with a huge monolithic bureaucracy of civil servants. It is, I suppose, an understandable fear, but is it justified?

First of all, on misunderstandings. All debates begin by arguments coming forward; and inevitably some people misunderstand and there is some hard argument, but out of it all we usually get some sort of agreement. On planning agreements, I told both the CBI and the TUC when they came to see me that, in my judgement, the planning agreement—which we conceive as an essentially voluntary arrangement – will be a tri-partite set-up between the management, the labour force and the Government. But the essential point of the tri-partite relationship is that 90 per cent of the involvement would come from the altered and improved relationships between management and the work force. Obviously, the Government element will be important but it will only represent a small part of the whole. I have no intention whatever of allowing a great big bureaucratic machine to slow down decision making in industry – that is not what it's about. But Government is entitled to take an interest in certain key issues like the location of employment, investment, export orientation, and so on. And it has a duty to get behind British industry and its workers.

Can you assure industry then that you only see a fairly slim executive organisation to deal with the National Enterprise Board and with planning agreements, rather than a large civil service Department?

The headquarters of the NEB I would expect to be relatively small, operating in a very decentralised way through the companies in which it holds shares. I don't imagine that we would want to interfere in the day-to-day management of companies but, obviously, if companies brought into the National Enterprise Board are of sufficient size and importance, we would expect them to have a planning agreement with their workers and the Government. I haven't any intention of trying to superimpose some centralised direction; I think, if anything, the object of the planning agreement is to open up opportunities for people who work in the firms – in effect, to decentralise rather than centralise decision making.

The NEB has been variously labelled as a finance house for lame ducks and a source of capital for controlling business. Where is the money for the NEB coming from and what criteria will be applied to its control?

The Government Bill which we published at the end of January will provide £1 billion – that's £1,000,000,000 – for direct investment in industry. I see the NEB performing the various functions set out for it in the White Paper – it will be a source of finance for industry, it will have an IRC-type function, it will hold Government holdings where they exist, it will be able to enter into joint partnerships with private industry, it will acquire by agreement, and it will be a source of financial and managerial advice. It will be an instrument through which the Government operates directly to create jobs in areas of high unemployment and it will be used from time to time as a channel for assistance to companies in difficulty. Having had a bit of experience of the old IRC – which, admittedly, was only performing one of the many tasks proposed for the National Enterprise Board – I am convinced that a relatively small organisation can furnish these needs. The money will be coming through the public sector, and this will all be investment in productive industry.

Tony Benn, Secretary of State for Industry, talks to Alan Williams, editor of 'Trade and Industry', about his policies and proposals

You have the reputation of being 'Mr. Nationalisation'. Just how much nationalisation is there going to be?

We have decided that shipbuilding and aircraft will be brought into public ownership and in the Queen's Speech last October it was announced that this would be done in the present Parliamentary Session. We have already issued consultative documents on both proposals, and our legislation is in a pretty advanced state of preparation within Government. You mentioned earlier the degree of misunderstanding in some sectors of industry and I think this is a case in point. Here we have a very wide policy proposed, including Nationalisation of two industries, the setting up of a National Enterprise Board, and the introduction of planning agreements. Together they represent a very formidable development in industrial policy over a very wide front.

How do the present nationalised industries fit into your plans? I believe you've gone on record as saying that investment in nationalised industry is very much higher than in the private sector, but to some people this looks suspiciously like waste and bad forward planning. Every week we seem to read a version of the story about the lady who has had 17 visits from the gas man in six months and still her cooker won't work.

All big organisations suffer from some inefficiencies and having had 10 years experience in and out of office looking at both nationalised industries and private corporations at close hand, I frankly wouldn't like to argue that the one is necessarily any more or less efficient than the other. The nationalised industries have got a good record. We also know a little bit more now about the managerial and financial control of some private companies than we did a few years ago, simply because they've asked the Government to help and we've had a chance of looking at them in detail. And based on this experience, I don't accept for a moment that the nationalised industries are any less efficient. I have three principal ones to look after now – the Post Office, the British Steel Corporation and a nationalised company, Rolls Royce. Both the Post Office and the Steel Corporation have formidable investment programmes just now at a time when we're told we're moving into a period of recession. Now, the confidence created by having a big programme of telecommunications or steel equipment development is tremendously encouraging – if we didn't have the nationalised industry investment programme we'd be in real trouble. We are also reviewing with the nationalised industries the question of industrial democracy within their own companies or industries. I've asked the Post Office unions to put up proposals on this which will come to me and to the Board of the Post Office. The review of steel closures undertaken by Lord Beswick has probably been the most vivid example of deep and wide consultation throughout the country that has ever occurred in any industry, public or private. At Rolls Royce, there are very strong demands building up from the workpeople that they should have a greater say in the management of their company. The present Rolls Royce investment programme, centering around the development of the RB 211, would never have been possible if Rolls had still been in private ownership. A private company today would find it hard to take the decision to go ahead with such a large investment in a new engine of that sort. The argument that there has been wasteful public investment may perhaps have been true in the past when some forecasts went wildly wrong, but we are a little more sophisticated now and I do not think it could be said today. We badly need investment and our problem on the private sector side is that we are simply not getting nearly enough investment coming forward.

Could we just pursue this question of forward investment programmes? One hears the leaders of nationalised industries complaining at regular intervals about the effect of violent changes in policy on their forward investment programmes. How are you going to iron that out?

There is some justification in that criticism, though I think rather less than there used to be. What the chairmen of the nationalised industries have been saying over a long period is that they don't want their investment programmes to be used as a regulator of the economy – that, whenever there's a crisis, the first thing the Chancellor has done has been to get up and make a tough crunchie statement saying that there's going to be a cut-back in nationalised industry investment. Clearly, they need a greater measure of certainty. At the NEDC meeting in January there was a very important exchange between the Chancellor of the Exchequer and the chairmen of the nationalised industries about the need to introduce a greater degree of certainty and I personally share this view. Obviously, you can't be absolutely certain for a full five year period ahead, but chopping and changing in the short run is undesirable. On the other hand, it is only fair to say that some nationalised industries have tended to discount the risk of this by asking for more than they actually need and consequently underspending.

Regeneration of Industry
continued

But the planning agreements, which we shall agree with the nationalised industries, should give the greater degree of security and forward planning which big industrialised organisations need if they are to pursue sensible programmes, and I think this aspect of the planning agreement policies will make sense to both the public and the private sector.

Yes, planning agreements. No reasonable person would pretend that the performance of management in Britain over the past decade or so has been particularly outstanding, with perhaps one or two notable exceptions, but is management in industry really going to become more effective if it's got to worry as well about committees and agreements and this sort of thing?

Well, first of all I think that we have got to be clear that what is wrong in Britain cannot be attributed to any one particular set of scapegoats. There are clearly people who are good, and people who are not so good, among management and labour, among Government and ministers and civil servants. What I think has been wrong with planning in industry is that it has tended to be rather too short-term. Contrary to what is commonly thought, Governments tend to think long-term, whereas industry has to think in terms of its Stock Exchange quotation month by month and its yearly profit and loss, so clearly Government has the opportunity to introduce some long-term element into industrial planning which hasn't existed before.

Secondly – and I've yet to meet a manager or a trade unionist who disagrees with this – this country could produce 30, 40, even 50 per cent more than it does now with existing plant and equipment and, insofar as the planning agreement does have the effect of improving relations between management and labour, I think it will contribute towards a substantial rise in production.

Thirdly, Government must be involved in the industrial process. Up to now, I think, Government has got involved in the wrong way – it has interfered in detail and it has subsidised and prohibited and promoted. What is really needed is a systematic, sensible tri-partite dialogue between the three interested parties – management, Government and the workers.

Now, if you get a sensible dialogue going on that basis, there will be less frantic meddling either way, and a better atmosphere. I agree we've got to get it going to prove this, but I've no doubt that it will lift some of the burden on management who, until now, have to adopt a defensive posture towards Government. Obviously, I hope that that attitude will to some extent change. But they will in return have to be accountable for the decisions they take.

What then is your attitude to trade union representation in the boardroom?

Personally, I'm not one of those who believes that this alone can solve the problem. I know it can be argued that the German co-determination system, the EEC Fifth Directive and the TUC interim report have all pointed rather in that way, and I don't say that workers on the Board may not have some value but my own view about industrial democracy – and I've thought about it very carefully now over six or seven years since I first became Minister of Technology – is that we're really talking about a change in the relationship between those who invest their lives and skill and those who invest their money. This change in relationship, if you examine it very carefully, can be expressed in a whole host of different ways. If you take, for example, the place of work itself, many people engaged in dull and repetitive factory work would be capable of making that work more satisfying if they controlled it. That's at the very small end of the scale. If you go right to the other end of the scale, the Social Contract – which is not only about wages but is a commitment by Government and the Trade Union movement to undertake certain reforms – is also industrial democracy. You are broadening out policy making, and disclosure is the key to a great deal of it. People in industry want to know the facts about the firm in which they work – they don't want to wake up one day and find their firm's in deep trouble, they want to be kept informed on a regular basis. In this huge range of possibilities, I am sure we will find that each firm, and the people who work in that firm, will find their own way forward. It may include a worker on the Board, but this is not a problem capable of being solved by a single mechanistic solution; it is an attitude. I don't want to impose anything, but we must go on talking about it because this is the missing factor that explains why Britain has failed to develop its potential. This is the key reform in industrial policy which has got to be carried through – of that I have absolutely no doubt.

One meets quite a few salaried managers in industry these days who are worried that under your proposals they're going to be caught in a sort of pincer movement between the often irreconcilable demands of their financial backers on the one hand and their work force on the other. How can you help them?

I think that the fears you describe do exist but may be misplaced. I have noticed over many

years now – and again it began when I was Minister of Technology – that whenever a firm got into trouble, or you had representations from the people who worked in the firm, the lead would be taken by the trade union delegation, but at the back would be a man in a grey suit with gold rimmed spectacles who seemed to know all the answers and it almost always turned out that he was the manager, the managing director, the financial chap, and he came along with the unions because at the moment of crisis in the firm he realised that he was a worker. Now the term 'worker' tends to be used very loosely to mean the chap in the overalls on the shop floor. But the 'worker' is the man who earns his living by selling his labour. That is all. It applies right up to the top salaried level. The recognition that the term 'worker' includes the technical, supervisory, salaried staff is slowly but surely coming. I also find trade union representatives, whether they represent skilled, semi-skilled or unskilled workers, are all themselves the greatest admirers of good management. The attitude of the industrial worker towards a management that is sensitive to, and in some sense accountable to, the people who work in the firm, is one of high respect. One of the reasons why some of the white collar unions are growing so rapidly now is the recognition that unless you actually do own General Motors or are Henry Ford yourself, you need a strong trade union to represent you.

We keep hearing dire warnings of depression, but talking to colleagues in industry in the Midlands and throughout the North in recent weeks, I have been struck by the much greater air of optimism and enthusiasm than is apparent in the South East. Do you think that perhaps in London we pay too much attention to the daily fluctuations of the FT Index?

That's a very good question. The so-called 'British Disease' is, in my opinion, very largely a disease afflicting Fleet Street and the mass media, the City of London and, dare I say it, huge chunks of the Establishment. Go outside London and you will find people who are worried, anxious and sometimes angry, but you will also find them determined and confident. They may say 'we want this problem solved', but come to those parts of London where opinion is formed and you find people saying 'all is lost, nothing can be done'. Now, I am not saying everything is all right but I think our problems are manageable.

We are in a very curious state of mind in Britain at the moment where some people who have always easily accepted that they were in charge – and this applies to some very large organisations – have now lost confidence in themselves and they have lost confidence in the people they purport to lead. But the people themselves have not lost confidence. This whole confidence argument is confined to opinion formers who gloom each other up regularly. If they went around the country a bit more into the areas where these are really not new problems, they would get a new perspective. The North-East, the North-West, Wales and Scotland have had these problems for years. The development areas never quite recovered from the depression of the 30s, but the people there are absolutely determined to put it right and believe they can. What you identify in London is a special sort of South-East disease, and if we called it the 'London Disease' instead of the 'British Disease', it might be a more accurate way of describing it! I happen to think that we haven't got a disease at all, but those people who are gloomy may have failed to see the cause of our problems. They are looking for scapegoats, and in London it is mainly the trade union movement that is seen as a scapegoat. But, I am sure, that is not the feeling of the people throughout the remainder of the United Kingdom.

You don't think this could be perhaps solved by a greater devolution of decision making?

Yes, I do. If you ask me to put a single adjective to reform, it would be democratic reform – which means that decisions are taken nearer the place where they bite, and more by the people who are going to be affected by them. Now this involves devolution, industrial democracy and a whole range of other reforms.

In your MinTech days you were the architect of the British Leyland merger. Are you still convinced that bigger means better?

I wasn't convinced bigger meant better then. If I go back, the British Leyland merger came out of the collapse of Rootes in the autumn of 1966. I was very anxious at that time lest we should be landed with the three big American giants – General Motors, Ford and Chrysler – in Britain. So I called in Sir George Harriman, who was then the head of the British Motor Corporation, and Sir Donald Stokes, who was the head of Leyland, and asked if they would be ready if the Government acquired Rootes to set up or help us set up a tri-partite group – British Motors, Leyland and Rootes – to help us to stand against the competition from the Americans, the Japanese and the Germans. In the event, it wasn't possible for a number of reasons. But out of it all came the British Leyland

Regeneration of Industry *continued*

merger a couple of years later, and I think we have to be respectful about the problems that Donald Stokes inherited then. Frankly, I don't think we would be any better off if we had separate BMC and Leyland companies now, nor do I think it would be helpful if we had an Austin and a Morris now. Size does impose a very serious problem for management, but I think probably in the motor car industry above any other there is a case for high volume, because of the sales and after service problems that go with it.

Taking this question of the size of firms, all the recent talk about 'Regeneration of Industry' has tended to revolve around medium or large-size firms. What about the small firms, what do you propose to do to help them?

Small firms are very important. It is important to realise that planning agreements and the National Enterprise Board will relate mainly to relations between the Government and the largest companies. By contrast, the majority of companies in this country are quite small, and what we are saying about industrial policy doesn't bear on them directly, although I think they will benefit from the policy in other ways. But I would certainly like to see a more vigorous policy of support for the smaller business because they're locally rooted, usually labour intensive and they are led by people who very often actually work alongside their own men in manufacture. They're really the direct descendants of the early 19th century industrial enterprises and I'm strongly sympathetic to them. No doubt, there could be improvements in their labour relations, safety records, and so on, and the trade unions would have some criticisms, but they are run by working people and they have got enterprises that we ought to be encouraging. I'm looking forward to the day when I can come forward with a more vigorous policy for them. I'm strongly in favour of the development of small businesses, and always have been; we have a Minister, Gregor MacKenzie, who looks after the interests of small businesses and has been busy opening up the new Small Firms Information Centres, although it wouldn't be fair to take the credit for that idea because they were the idea of the previous administration. The Small Business Sector have benefited by the doubling of REP and a lot of the other general measures, but we have got to do more for it.

Can we turn now to inward investment? One of your colleagues said a few days ago that already 20 per cent of UK manufacturing capability is now controlled from abroad. What's your view on investment from abroad?

A very simple one. We must see to it that the inward investment we need is in the national interest. You cannot take too remote or general view about this, for a number of reasons. On the positive side, inward investment can bring the new plant and equipment which we need. But we don't get any advantage if inward investment takes the form of simply buying shares in companies which are already here. With the stock market at a very low level both here and worldwide, we have to beware of the possibility of foreign acquisitions of central parts of our economy. That would not necessarily be in our interests. We have to look at each case on its merits and I have been discussing this recently with trade unions, because they're very much concerned about who owns the firms in which they work. But with the need to recycle the petro-dollars, when there is a very big surplus, you've got to absorb inward investment.

What worries you more at the moment, redundancy in order to streamline industry, or straightforward unemployment?

Unemployment is the dominant problem of 1975, but it is difficult to separate one aspect from another. We've got a big balance of payments deficit, we've got inflation at a high rate, but jobs are essential to our future, because we are, as a nation, selling nothing more than our skill. The thing that is causing me concern is the decline of manufacture – we have lost productive capacity. We all remember in our schoolboy history that that chapter 'Britain becomes the workshop of the world' was a great turning point. There's a danger that we will cease to be one of the major workshops if we don't increase industrial investment; so if you like I am engaged in the protection of jobs and of productive capacity.

Redundancy does not play nearly as big a part as is claimed for it in the redeployment of labour nor do I accept the theory that everybody has first got to become redundant in order to re-deploy them into profitable industries. The figures show that eight million people change their jobs in this country every year, yet last year I think only 100,000 people became redundant. The most overmanned industry in Britain is the employment exchange. There you are paying people to do nothing. Therefore I don't make any apology for looking very carefully at closures to see whether they're absolutely necessary, to see whether you can't preserve this or that capacity. But, of course, we've got to

improve productive potential. We must ensure that when we come out of this recession we come out of it re-equipped.

Secretary of State, the media tend to project yours as the hand dispensing large amounts of public money to aid ailing parts of industry, yet you recently claimed that your Department has to date spent less taxpayers' money than any other. How much has actually been committed in supporting companies with cash problems?

Well, that's a difficult question to answer. We inherited a rate of support for industry of something like £2 million a day from the previous Government and we have carried on that policy. I've made it absolutely clear that we were not going to repeat the errors of 1970 when radical policy changes were made without proper thought. I make no apology for having left the existing policy to continue until we could come forward with our own policy. The present Industry Act is a very good Act, though we're going to improve it. There have been cash-flow problems as in Leyland and Ferranti, where Government has engaged in a holding operation and has, in the case of Leylands, gone to the House of Commons for authorisation.

What we've been most violently attacked for has been our support for the so-called Worker Co-operatives. Now, if you look at them – and there have been only three – the Workers' Action Committee for the Scottish Daily News is just on the point of issuing a prospectus and, so far, not a penny has been handed over. Meriden, where the people have been on the picket line and unemployed, in some cases for 16 months, has not yet started; and at the IPD Kirkby Co-operative in Liverpool, the proposal to acquire the company from the Receiver went through in the middle of January and they have now set themselves up as Kirkby Manufacturing and Engineering Ltd. This hardly supports the theory that I stand outside in Victoria Street with a fistful of pound notes urging anyone in difficulties just to have a word with me. I suspect the real reason why this policy is being attacked is because those who attack it do not like to see workers encouraged to defend their jobs. It is no accident that all the criticism has come on the workers co-operative side. In each of these three cases – Scottish Newspapers, Meriden and KME – workers have over a long period suffered sometimes very considerable hardship and have come up with constructive proposals which I have not brushed aside but have looked at favourably. It isn't the cost – relatively small sums of money are involved even if all three proposals go through.

To what extent can these co-operatives be seen as prototypes for the future?

I do not think we are about to be transformed into a nation of co-operatives! But what is interesting to me is that here are a group of people who have faced the ultimate truth – that when you are in a mess only you can put it right. I don't believe that anybody else can solve our problems. Only when we have enough confidence in ourselves and each other to believe that we can solve our problems, will things begin to change, and the co-operatives reflect that spirit. They include really remarkable men – one only has to meet them to see that the hardship they have suffered has brought out qualities of character which we know are present in our society, but which, through remoteness or lack of responsibility or capacity to exercise responsibility doesn't get expression. I find in these three cases cause for much hope. These people had really been through it before they drew up their plans; they have confidence in themselves and I have confidence in them.

Finally, since we've been talking so far about policy for perhaps the middle and longer term, what is your message to industry for the immediate future?

I'm not a great believer in sending messages. I remember, when I was a young BBC producer 25 years ago, writing to Bernard Shaw asking him if he would do a broadcast, and I got one of his famous printed postcards back. It said: 'Mr. Bernard Shaw, owing to his extreme age, is unable to do the following things: 1: read manuscripts; 2: send his autograph; 3: address messages to the nations of the world', and he put a little 'x' against the last one. I sympathised with him.

I'm not disposed to exhortation. We shall only turn the corner when we begin to believe that we are capable of turning it. Roosevelt's phrase 'nothing to fear but fear itself' still has great validity. Only when we believe that the problems are not insoluble, and trust in our own capacity even with the existing manpower, existing managers, existing trade union leaders, and existing public servants, will confidence flow back.

Until that happens, messages from Secretaries of State for Industry will contribute nothing. We have got to do it ourselves and I happen to believe we can.

Britain

British style on Boulevard Haussmann

Marks and Spencer opens in Paris this week, with Brussels and Lyons to follow. Roy Stiles reports on this and other aspects of the company's overseas activities

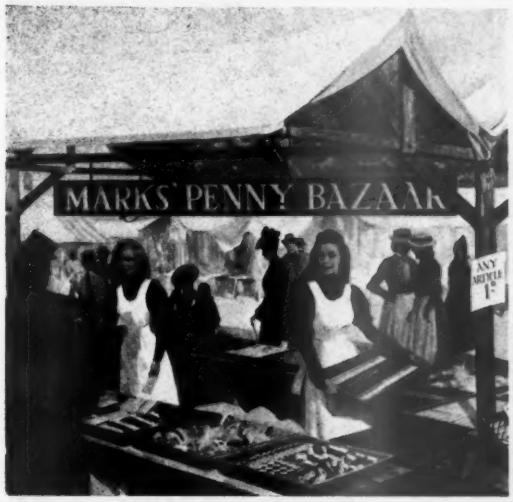
February 25 was St. Michael's day in Paris. Not a new public holiday on the French calendar, but the opening in Boulevard Haussmann of the first Marks and Spencer store on the Continent of Europe and the forerunner to two others due to unlock their doors to the public in Brussels and Lyons later this year. The St. Michael label, which is said to be worn by princesses and barons and secretaries and toolmakers alike, should soon become a familiar sight on the washing lines of French and Belgian households.

In Britain we have come to expect to find a Marks and Spencer store in any major town. The company has built itself a reputation for good quality at a modest sum and a high standard of service (change a purchase at any store, for example). It has been policy to provide excellent amenities for staff, to strive for efficiency in management and, as a result, there has been almost unabated progression in balance sheet results.

Despite exports running at the multi-million pound level, the Paris venture is the first Marks and Spencer store, as we know them in Britain, to be opened outside the United Kingdom. The Paris store, at 25,300 sq. ft. (2,350 sq. m.), like the 27,500 sq. ft. Brussels establishment due to open on 24 March, falls into the company's medium range of establishments, similar in size to those at Uxbridge in London and Chelmsford in Essex. The Lyons store, which should be ready to receive its first customers in the autumn, will be somewhat larger at 36,170 sq. ft.

These three new stores give substance to the declaration of the company's chairman, Sir Marcus Sieff, in the last annual report that priority was being given to developing exports, which, it was thought, could be substantially increased. This statement was made in a report which showed that exports in the financial year to 31 March 1974 had risen 31 per cent to £13,583,000, from £10.4 million, the greater part of the increase having taken part in the latter half of the year. Sir Marcus stated in the report that the company appreciated the importance the development of exports were to the country's balance of payments position.

In the promotion of the company's export programme, the chairman mentioned three particular areas of activity. In addition to the opening of the three Continental stores, he said that Marks and Spencer was concentrating on developing business with those customers who already bought substantial quantities of St. Michael products or who have a large potential demand. He also referred to the St. Michael shops in Canada, of which there were 12. Sir Marcus stated that the company had much to learn in the Canadian operation, but



Above: Marks and Spencer has come a long way since Mark's original penny bazaar stall of the 1880s (artist's impression, left). The company's latest store (right) is situated on Boulevard Haussmann, in one of Paris's fashionable shopping districts.

that progress was being made. The company apparently learns quickly, for there are now 18 St. Michael Shops in Canada with more to follow shortly.

This step by Marks and Spencer on to the mainland of Europe, although being made boldly, is not being made without heed to caution. The high reputation the company has won has been mainly confined to the United Kingdom. Those French and Belgians who are reported to be flocking across the Channel to pick up bargains in the M and S stores of London's Oxford Street, Folkestone and Dover, represent but a small proportion of their countrymen (and women, of course!) and mostly come from the northern coastal areas of France and Belgium. Others may have learnt of the value to be obtained at a M and S store while on holiday in the United Kingdom, but to the great majority of French and Belgians the names of Marks and Spencer and St. Michael will have meant little until now. A check in the French and Belgian capitals showed that only a small proportion of the people had heard of Marks and Spencer.

Executives of the company are aware that the task facing them on the Continent is a formidable one. The sites of the three stores are all prime, costly locations and so the company must in a comparatively short time establish for itself a reputation alongside and in competition with long-established retailers who are already household names among the shoppers of the two countries.

Under the general direction of Gabriel D. Sacher, the director in charge of overseas operations, the company has carefully planned the move on to the Continent. Considerable market research has been undertaken, and a well thought-out and intensive publicity and advertising campaign is being implemented. In Paris, apart from newspaper and magazine advertising, the company has had a fleet of up to 2,500 local buses as well as two London buses travelling the streets of the city announcing the opening, a large display of posters has been dominating the concourse in front of the main St. Lazare railway station, and hundreds of Metro poster sites have been carrying the message. Radio Luxembourg is also being used.

After the initial promotion it is considered that the success and further promotion, must, as in the United Kingdom, depend on the service it offers the customers. Wherever possible, the standard and type of service and the range of goods it sells will be similar to what it offers in the United Kingdom, with one important exception. No food will be sold in the Paris and Brussels stores, and only a limited range of food products, such as cakes and biscuits, will be available in the Lyons unit. By not selling food, it is possible to provide a wider range of other goods within the space available.

To meet local tastes and requirements – slight variations in weather, for example – there will be different concentrations of particular items or styles, and again in sizes. The majority of M and S garments and their wrappings in Britain now carry both imperial and metric measurements. The packaging of M and S goods is already printed in both French and English.

Clothing – lingerie, men's underwear, children's garments, shirts and blouses, knitwear, skirts, trousers and the like – will form a major proportion of the stores' stocks, but there will also be such goods as towels and bed linen on sale. More than two-thirds of the items will be made in Britain. Marks and Spencer has been getting some of its goods made on the Continent, as well as elsewhere, but wherever the products are manufactured, the company will still insist on the same high degree of quality control.

An aspect of the company's selling methods which will be watched with particular interest is the absence of fitting rooms in the Continental stores. For most French and Belgians, particularly the women, this will be a new experience. Marks and Spencer will, however, operate the same easy goods exchange system as it has in its British stores, and it is anticipated that this facility will overcome any prejudice the Continental customers might have over the absence of fitting cubicles. If they so wished, the Belgians and French could exchange their goods in one of the many British stores. Customers wishing to change goods at the Continental stores will have to produce their receipts.

Because of the higher operating costs and overheads of the Continental stores, and also because of differences in the value added tax and the present residual duty, prices of the goods in Paris, Brussels and Lyons will be about 30-40 per cent higher than in the United Kingdom and in the case of some items of children's clothing the variation might be as high as 50 per cent. Nevertheless, the company still believes that its wares will be very competitively priced with local goods of similar quality.

A well-trained, efficient and contented staff has for long been considered by Marks and Spencer to be essential. The same philosophy is being applied in the setting up of the stores

British style on Boulevard Haussmann

continued

Right: An artist's impression of the M and S store due to open on Rue Neuve in Brussels next month.

Far right: Marks and Spencer will be opening a store in Le Part Dieu shopping centre on the edge of Lyons in the autumn of this year. A model of the new mammoth centre is shown superimposed on an aerial view of the town.

in France and Belgium. The Paris and Brussels units will each employ about 200 people, while the Lyons store will have a staff of about 250. All three will have a small 'bolster' staff from Britain during their running-in period to help iron out any possible snags, but thereafter they will be staffed entirely by local people.

In Britain, Marks and Spencer has set the pace for the conditions, amenities and training for staff in the retail trade and this situation seems likely to be repeated in France and Belgium. As in the United Kingdom, the stores will offer the staff dining and rest rooms, medical services, hairdressing and other facilities. In Paris members of the staff will be able to obtain a lunch for about Fr.3.50, which although higher than in the British stores compares very favourably with meal prices in the French capital.

To ensure that staff are fully aware of the standard of service expected of them, managerial and supervisory personnel for the Continental stores have been undergoing extensive training in the United Kingdom, some for as long as two years. This training has involved 31 from Paris, 25 from Brussels and 27 from Lyons. These senior staff have in turn been training their own staff. In addition, other sales staff have been brought to this country for shorter periods – a few days or a week – so that they can see for themselves how a Marks and Spencer store breathes, and how it treats its customers. As in the British stores, the sales staff will be treated as individuals, and made to feel that they are contributing to the success of the company.

Although market research has been undertaken it is impossible to guarantee what items will appeal more than others to the French and Belgian customers, and yet it will be essential to success to keep the sales counters continually replenished with the goods in demand. To provide an up-to-the-minute picture of the sales pattern mini computer links are being provided to the United Kingdom.

To serve the Paris and Lyons stores a distribution centre at La Chapelle, in the north of Paris, has been established. Fast container services from the United Kingdom take the goods to this centre, where the customs clearance will take place to save delays at ports. Stock will be held at this centre. For Brussels container loads will go direct to the store. A small proportion of the stock will, of course, come direct from the existing Belgian and French suppliers.

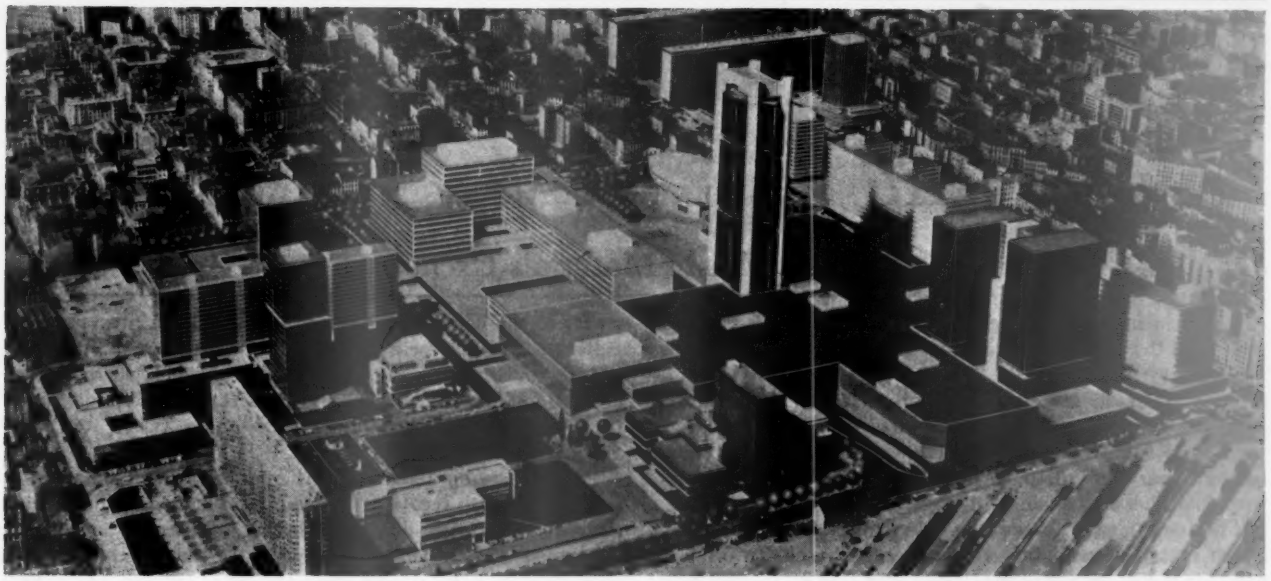
The Paris store at 35-37 Boulevard Haussmann, opposite the Galeries Layfayette, is in part of the premises of the CCC departmental store. The premises were gutted and the interior rebuilt for its new role. In Brussels the M and S store is occupying the site of a former cinema in the rue Neuve. The old building was torn down and the store rebuilt in its place. The premises in the French and Belgian capitals both have three sales floors with additional space above for stock and for staff amenities.

In Lyons, Marks and Spencer will occupy part of the mammoth La Part Dieu shopping complex which is itself forming part of a large civic centre on the edge of the town. Here the premises will be leased, as in Paris, but in Brussels the company will following its usual practice of owning its own property.

Although this branching out on to the mainland of Europe with its own chain of stores is a major development for Marks and Spencer, the company has in this venture the considerable support and confidence developed, not only by experience and expertise gained in the United Kingdom since before the end of the last century, but also by nearly 30 years in the export trade.

The move to sell abroad was dictated partly by the circumstances ruling in the United Kingdom after the Second World War. The company responded to the pleas of the Government to export for the sake of the country's survival, sometimes to the detriment of its own profitability. Materials and products which were in short supply were diverted to export markets for a poorer return. In addition, some manufacturers, in order to obtain licences for new machinery, were required to show that some of the resultant products would be going for export. From these early beginnings the company expanded its overseas activities into numerous markets, sometimes under brand names other than St. Michael.

Subsequently, in order to get a more efficient return on the export activities and a tighter control on the quality of service, the overseas business was rationalised with fewer customers – but a continuing expansion in sales. Today there are about 55 customers overseas selling in at least that number of



countries (some of the customers have outlets in more than one country). In developing its export trade the company has made full use of the advisory services available through the Department of Trade and the commercial sections of British Embassies and High Commissions, which are always kept informed of firms' overseas moves. All the products now sold abroad carry the St. Michael label.

The principal feature of the present export activities is the St. Michael Shop, which is a concession given to a financially-independent retailer. The St. Michael Shop is sometimes a separate shop, and in other places forms a distinctive part of a larger store. Only M and S goods are sold. The independent retailers are given back-up support to help them to present fully the M and S image. Particularly successful have been the St. Michael shops in Bermuda, Cyprus, Gibraltar, Hong Kong and Vienna. In Vienna, the Bocara concern has five St. Michael units, three of which are in prime shopping areas.

Future expansion in overseas business, other than its own stores, will probably be concentrated on the concession business. The company does not consider that it is geared to act as general suppliers to the retail trade. It markets a limited range of items and is a mirror of fashion rather than a leader, distilling from the flights of fashion the more lasting trends. Also, through the concession, it can have some influence on the service provided. It is hoped that the opening of its own stores abroad will give added impetus to the development of its other export business as the name and reputation of Marks and Spencer become more widely known. As one of the leading names in British business, the company feels it must export. Outside Europe, it is looking to new territories to conquer, in particular to such areas as Australasia and the developing markets of West Africa and of Central and South America.

The move into Canada began nearly three years ago when the company went into partnership with the People's Department Stores Ltd., initially with a minority shareholding, to form St. Michael Shops of Canada Ltd. The People's Department Stores, and its predecessors, were already customers of Marks and Spencer and so St. Michael products were not unknown in Canada; successful selling to Canadian military personnel and their families in Europe had also helped to form an inroad into the market as had, of course, the presence of many thousands of British immigrants. The first shops were in suburban Toronto, but now they are present in such cities as Montreal, Winnipeg and Vancouver.

By Marks and Spencer standards the shops in Canada are comparatively modest in size, being of about 3-4,000 sq. ft. floor space. New, larger stores are envisaged. The British company has now acquired a controlling interest in the Canadian associate and the shops are being operated under the Marks and Spencer banner. Since the first Canadian shops were opened the company has had to revise some of its ideas on what would be fast selling lines. It was somewhat surprised to find, for example, that short-sleeved shirts were popular items in winter, but an appreciation of the heavy protective outer clothing worn and the extent to which central heating had been adopted provided the answer to this conundrum.

Again, in Canada, an overwhelming proportion of the items sold are manufactured in Britain, although one of the company's principal suppliers has been encouraged to open a Canadian plant to make items which are of distinctively local appeal, especially due to climatic reasons, and which are not manufactured in the United Kingdom. It is possible that this supplier will be able to find other markets for these particular products outside Canada, perhaps even in this country.

Marks and Spencer, from being a household name in the British Isles, is now making its mark on the international scene – its shares are already quoted in Amsterdam, Brussels and Paris. It seems almost inevitable that such an organisation should want to stride across the Channel on to the mainland of Europe. The company, however, holds no illusions; it knows it still has to prove itself in France – where about a quarter of the ready-to-wear retailers go out of business each year – and in Belgium. Nevertheless, one suspects that the name of Marks and Spencer will be appearing above stores in other European cities in not so many years' time. As one of the company's executives said: 'There seems little point in having only three stores.'

Technology

Any old ion?

Jennifer Clarke looks at the UK Waste Materials Exchange

Although firms now make considerable efforts to prevent pollution, the cost of conscientious disposal has been increasing.

To help ameliorate this cost as well as encouraging the habit of industrial thrift and conserving our natural resources, the UK Waste Materials Exchange was set up last November by the Department of Industry, at Warren Spring Laboratory, with Alan Poll as Exchange Manager.

The basic idea is to circulate companies with information, listing materials available and materials wanted. In order to preserve commercial confidentiality, the names of companies originating waste are not being disclosed. Instead, they are being given the names and addresses of the firms which could use their waste products.

So far, about 30,000 companies have been contacted, using the Kompass Industrial Index. The first bulletin, mailed in December, gave a list of materials for disposal and materials wanted, divided into acids and alkalis, organic chemicals and solvents, metals, minerals, oils and waxes, paper and cardboard, plastics, textiles, catalysts, inorganic chemicals as well as a miscellaneous section. Firms interested in any of the items listed, or wishing to include a mention of their own waste materials in subsequent bulletins were invited to get in touch with the Waste Materials Exchange.

Those already participating are doing so in earnest. Of the 69 items listed as available in the first bulletin, a total of 234 inquiries have been received for 58 of them. Also a total of 134 companies indicated their ability to supply 34 of the 39 materials listed as wanted.

The most unexpected offer came from a firm wanting to dispose of two tons a day of outer cabbage leaves! A more typical reaction has been from the 25 companies wishing to obtain a 70 per cent methyl ethyl ketone, 30 per cent acetone mixture. Another commodity much sought after was a 10 per cent caustic soda liquor containing 4 per cent silica.

Despite this positive response, it is still too early to estimate how successful the scheme is likely to be as the companies who were given names and addresses of possible outlets for their waste products are still at the preliminary stage of exchanging samples and negotiating arrangements.

It could be argued that once buyer and seller have been put in touch, the UK Waste Materials Exchange will become redundant. Industrial processes change and so therefore do waste products, therefore the Exchange has been set up initially with a two year budget to see what advantage can be gained.

With so much information on supply and demand, which will be classified by computer, the Exchange will be in a unique position to identify industrial opportunities. It might suggest, for instance, the need for new reclamation processes.

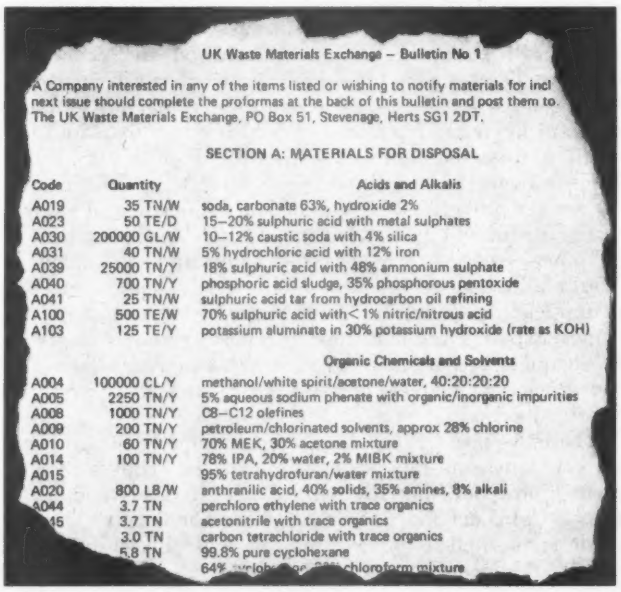
Many people imagine that all types of waste are involved, whereas in fact domestic refuse is excluded. Scrap metals, second hand equipment and related materials are not included either because there are already adequate commercial markets.

The exchange was set up following representations by a group of industrial environmental specialists on behalf of United Kingdom chemical companies. At all events, when it comes to the conservation of resources and the prevention of pollution,it should help to put theory into practice. In addition to conserving resources, it should also help to reduce or even eliminate the cost of achieving acceptable disposal under the provisions of the Deposit of Poisonous Waste Act 1972 and the Control of Pollution Act 1974.

Warren Spring Laboratory is operating the Exchange as part of its waste recovery programme. It is also undertaking, in conjunction with industry, research projects concerning the disposal of and recovery from industrial wastes, such as rubber tyres, plastic, slags, drosses, sewage sludge, effluent and mixed or complex metal scrap.

The scrap and waste work at the Laboratory has now been reorganised to form the Department of Industry Recovery Service, providing an advisory service for industry on recycling and recovery. In addition, one of the main projects is concerned with domestic refuse, to see how far cheap methods of mechanical sorting can be used to separate the rubbish into its constituents, which may be potentially useful. As an alternative to incineration, pyrolysis, or the heating of domestic refuse in the absence of air, is also being investigated. The Laboratory is therefore building up considerable expertise over a wide range of problems concerned with waste disposal and reclamation in general.

It is not too late for interested firms to join the UK Waste Materials Exchange. A copy of the latest quarterly bulletin containing lists of materials available and wanted, together with forms for notifying items for inclusion in subsequent issues and establishing contacts with potential users will be sent to anyone contacting the UK Waste Materials Exchange, PO Box 51, Stevenage, Herts SG1 2DT, tel. Stevenage 3388.



UK Waste Materials Exchange – Bulletin No 1

A Company interested in any of the items listed or wishing to notify materials for incl next issue should complete the proformas at the back of this bulletin and post them to The UK Waste Materials Exchange, PO Box 51, Stevenage, Herts SG1 2DT.

SECTION A: MATERIALS FOR DISPOSAL

Code	Quantity	
		Acids and Alkalis
A019	35 TN/W	soda, carbonate 63%, hydroxide 2%
A023	50 TE/D	15–20% sulphuric acid with metal sulphates
A030	200000 GL/W	10–12% caustic soda with 4% silica
A031	40 TN/W	5% hydrochloric acid with 12% iron
A039	25000 TN/Y	18% sulphuric acid with 48% ammonium sulphate
A040	700 TN/Y	phosphoric acid sludge, 35% phosphorous pentoxide
A041	25 TN/W	sulphuric acid tar from hydrocarbon oil refining
A100	500 TE/W	70% sulphuric acid with < 1% nitric/nitrous acid
A103	125 TE/Y	potassium aluminate in 30% potassium hydroxide (rate as KOH)
		Organic Chemicals and Solvents
A004	100000 CL/Y	methanol/white spirit/acetone/water, 40:20:20:20
A005	2250 TN/Y	5% aqueous sodium phenate with organic/inorganic impurities
A008	1000 TN/Y	C8–C12 olefines
A009	200 TN/Y	petroleum/chlorinated solvents, approx 28% chlorine
A010	60 TN/Y	70% MEK, 30% acetone mixture
A014	100 TN/Y	78% IPA, 20% water, 2% MIBK mixture
A015		95% tetrahydrofuran/water mixture
A020	800 LB/W	anthranilic acid, 40% solids, 35% amines, 8% alkali
A044	3.7 TN	perchloro ethylene with trace organics
[illegible]15	3.7 TN	acetonitrile with trace organics
	3.0 TN	carbon tetrachloride with trace organics
	5.8 TN	99.8% pure cyclohexane
		64% [illegible] chloroform mixture

Extract from the first Bulletin.

Technology News

Computers and the shape of engineering design

The Science Research Council has recently awarded grants totalling £454,448 to the Universities of Leicester and Cambridge for research into ways of using the technical capability of modern digital computers to improve the process of engineering design.

The two programmes embody essentially different, although complementary, approaches. The work at Leicester, under the direction of Professor G. D. S. MacLellan, is aimed at using a computer in conversation with the design engineer so that the latter can move towards 'design by drawing', with the computer doing the bookkeeping, and, on demand, analysis and re-analysis as the design proceeds. Aided by a previous SRC grant the feasibility and potential benefits of this approach have already been demonstrated, using relatively simple examples of engineering structures provided by industry.

A system of computer programmes has been produced which enables two dimensional structures or components to be composed on a display screen from triangular finite elements using a light pen; modified, constrained and loaded, as desired, using the light pen; analysed by finite element methods; and displayed with magnified distortion of geometry or with pictorial and numerical representation of stresses. Substantial problems still remain to be solved, however, if the system is to handle complex, three dimensional problems encountered in real engineering design situations, such as the design of highly stressed structures and components where an acceptable solution may be diffcult to find, or the design of structures where the effects of a large number of different loading conditions have to be assessed. The new SRC grant of £246,032 is for a major expansion of the research programme to tackle these problems. In the course of the project, close attention will be paid to the cost of effectiveness of the techniques to industry.

The grant to Cambridge (£208,416) is for a joint project in shape processing to be carried out under the direction of Professor W. A. Mair (Engineering Department) and Professor M. V. Wilkes (Computer Laboratory). The programme of research, which is an extension of earlier work, covers a spectrum of topics ranging from theoretical work on the computer representation, manipulation and analysis of shape information, to practical systems for the design and manufacture of classes of engineering components.

In the course of the work it is proposed not only to contribute to fundamental areas of computer science and geometry but to use this information to derive practical cutting programs for numerically controlled machine tools. Particular applications (such as the design and cutting of turbine blades and cams) will be indentified through contacts with industry (already well developed) and by consultation with the Department of Industry's CAD Centre at Cambridge. This Centre has already been instrumental in exploiting the extensive software pioneered by the University under previous SRC grants and ensuring that the results of this work become widely known and used in industry.

Designing pipework by computer

Designing chemical plant pipework by computer is the aim of an ambitious project which the Department of Industry's Computer-Aided Design Centre, Cambridge, has recently launched. It is called PDMS – Pipework Design and Management System.

Traditional methods of pipework design – the way in which pipes and associated components are fixed within a chemical plant structure – are hampered by the complicated nature of the work. Massive amounts of data involved in precise definition of mechanical details of a plant, often up to 10 million items, worsen the problem. Errors are, therefore, frequently encountered during construction.

PDMS is intended to remove these difficulties. It offers a system totally under designer control, to produce error-free pipework design complete with drawings and automatic estimation of materials requirements: materials take-off. The objective of PDMS is to provide an integrated design system which holds all data of interest to the pipework engineer in a data base. It also provides him with means of handling and examining that data. Such a system enables laborious manual work to be done automatically.

Design activities which PDMS will cover include: manual and automatic piperouting, ordering of pipes on pipe racks, materials take-off, clash checking and pipework drawings. Piper, a FORTRAN subroutine for automatic pipe routing, has already been developed at the CAD Centre and will be incorporated in PDMS. Systems to carry out other design activities will be developed as an integral part of the project.

Drawings will be handled by CADC's graphics package GINO-F (graphical input and output FORTRAN version). It will give piping engineers a choice of plan, elevation, skew or isometric drawings of any selected combination of equipment and piping. It will also provide for isometric drawings of individual pipes.

PDMS starts with an engineering line diagram, preliminary plant layout and vessel designs. It handles all piping design activities, and finishes where existing computerised pipeworking detailing packages take over. Its sophisticated nature will greatly help full use of plant layout because it will make it easy to experiment with alternative layouts.

Development of PDMS will be of considerable benefit to existing computer-aided pipework detailing systems such as COMPAID, RAPID, RAET, or ISOPEDAC. These systems now need, as input, detailed coding of a manually-designed piping scheme. PDMS is designed to link with these systems. It will thus provide error-free pipework data input at machine level.

The project is being carried out under a contract recently signed between CAD Centre, Akzo Engineering BV, Arnhem, Holland and Isopipe Ltd., Nottingham. Akzo is part of a multi-national group of companies and Isopipe is a firm of pipework engineering consultants.

Further information: Head of Chemical Engineering Group, Computer-Aided Design Centre, Madingley Road, Cambridge (tel. 0223 63125, telex 81420).

PERA expands activities offshore

The offshore activities of the Communications Department of the Production Engineering Research Association now include the production of technical manuals, the establishment of spares holdings and assistance with certification procedures for a range of equipment associated with North Sea oil drilling platforms. For example, technical manuals are being prepared for the accommodation and office modules on Highland One and Graythorp I, the first offshore platforms to be installed on British Petroleum's Forties oil field. These two platforms will be producing 250,000 barrels of oil a day in 1976. When the field is fully developed it will produce about one-fifth of Britain's total oil needs.

The accommodation and office modules for the platforms have been developed and manufactured as a joint venture by George T. Robinson Ltd. and Redpath Dorman Long. The manuals produced by PERA will provide all the information required by oil platform operators to maintain systems and equipment in the accommodation and offices. Assistance has been given with the establishment of spares holdings at the levels necesary to ensure the safety and welfare of the operators and the smooth operation of these modules. Information has also been assembled and collated on the many test, material and other certificates which are required for the equipment used on oil platforms.

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The Areas for Expansion

Harwell offers doping technology to US

The Atomic Energy Research Establishment at Harwell is extending to the United States its service of ion implantation, one important application of which is the production of high quality semiconductor devices. The service is based on the most comprehensive range of implantation accelerators in the world, together with a wealth of experience acquired by Harwell scientists.

Ion implantation has found many applications in MOS (metal oxide semiconductors) and bipolar technologies, as well as in the fabrication of special discreet devices. The technique is also valuable in the doping of compound semiconductors and some manufacturers have built up extensive facilities and expertise to exploit the technology. However, other manufacturers welcome the opportunity to assess the benefits to their products before committing too much of their resources. In this situation, Harwell is able to play a major part by providing ion implantation services and consultation. It is particularly well placed to carry out assessment requiring unusual dopant ions or very high beam currents.

The machines developed at Harwell cover the range of implantation energy from 100 eV. up to over 5 MeV. Ion beams from nanoamperes to milliamperes are available. Wafers up to 4 in. diameter can be implanted.

Other services offered at Harwell include atom location studies, electron microscopy and the measurement of the electrical parameters of implanted material and devices.

Implantations can be carried out to customers' requirements for a simple tariff charge, while more detailed collaborative studies can be made.

The service has boen operating successfully for several years but has been limited primarily to European users, and particularly to the United Kingdom. Now Harwell is making a serious effort to expand into the North American market and will be promoting its service at the IEEE '75 Intercon Exhibition in New York from 8-10 April.

Further information: Dr. J. H. Stephens, Building 152, AERE, Harwell, Oxfordshire OX11 0RA, England.

More emphasis urged for polymer engineering

The report of a Science Research Council working party set up to examine the need for research and training in polymer engineering, and to advise on how SRC might best provide the necessary support in collaboration with industry, research organisations and other bodies concerned, has now been published*. The inquiry was initiated as part of the Council's continuing policy of giving special emphasis to selected areas which are of social and economic importance.

The report principally concerns itself with the needs of the processing and user sectors of the polymer-based industries and the extent to which these needs are being met by the research and post-graduate training activities in universities and polytechnics currently funded by the SRC. It is concluded that the present pattern of research grants and post-graduate training opportunities is too strongly biased towards basic science and there is an urgent requirement for more emphasis on advanced technology and engineering to meet the national need.

To meet this challenge it is recommended that the SRC adopts a more active role in stimulating polymer engineering by establishing a 'Polymer Engineering Directorate'. This would initiate and commission a closely co-ordinated programme of research and training activities in universities and polytechnics, with the active participation and collaboration of industry and other bodies concerned.

The report has been welcomed by the SRC's Engineering Board and methods of how best to implement the recommendations are currently being planned. The report of the working party is now being widely circulated to assist the working out of proposals for special SRC support of an effective collaborative programme in polymer engineering. The Council would welcome early comments on the report (to Mr. G. L. Cooper) and also any offers of assistance in launching an advanced research and training programme in polymer engineering, on the lines proposed by the working party, or in any other way.

* Polymer Engineering, available free from the SRC (Mrs. J. Thompson), State House, London WC1R 4TA.

Making the most of materials

Speaking at the Management Research Groups meeting last week, Sir Ronald McIntosh, Director General of the National Economic Development Office called for a national strategy for materials covering both security of supplies and their efficient use.

'There is in the short term,' he said, 'considerable scope for the recycling of materials through the reclamation of waste. To this end, the Government has set up its Waste Management Advisory Council.'

Discussing scope for conservation through technological change, he suggested changes in the design of products to use materials more economically or to make recycling easier. The bi-metallic beer can, while convenient to use, produced contaminated steel scrap.

Some production processes were wasteful, for example aluminium production where scrap produced within a plant amounted to about 40 per cent of input.

Developments in materials technology offered 'opportunities for changes in materials both to meet new requirements and to achieve specific conservation objectives.'

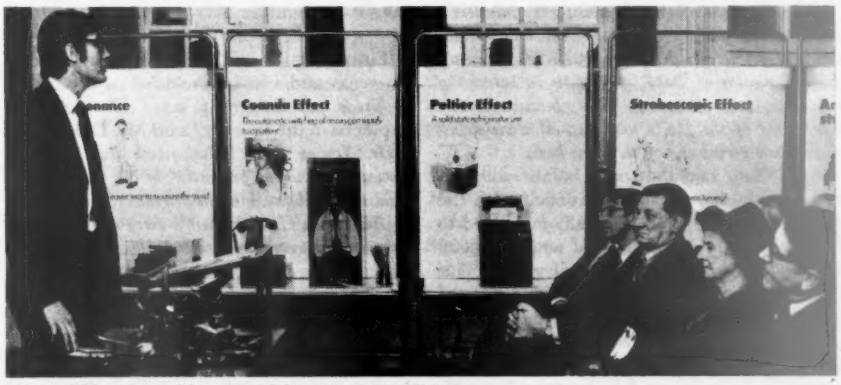
Following the report on Energy Conservation, the National Economic Development Office is to commission a similar study in the field of materials' use.

Michael Meacher launches 'School science and everyday life' exhibition

Launching the 'School science and everyday life' exhibition on its provincial tour, Michael Meacher, Parliamentary Under-Secretary of State for Industry, said in London earlier this month: 'It is one of my principal concerns as a Minister that we should have adequate qualified manpower resources to meet the challenges of our highly technological society.

'We are rapidly developing our own oil resources in the North Sea at a time when it is crucially important to economise on the oil we receive from our traditional sources of supply. The steel and coal industries, and indeed every branch of industry where engineering skills are at a premium, are also all making their demands on our schools to produce the engineers, scientists and technicians of tomorrow.

'This exhibition,' said Mr. Meacher, 'brings together a formidable array of models, all of them workable models. They apply well-known scientific principles which are frequently taught or discussed in the normal curriculum of school physics and have been used to solve genuine problems found in such fields as medicine, music and control engineering. Thus it is hoped to emphasise the relevance of what science students learn and are taught in school to actual problems of everyday life and the needs of industry. We hope too that as the exhibition tours the country, young students who might have chosen other careers will catch the vision of a career engineering.'



Michael Meacher addressing visitors to the exhibition.

Parliament

Monday, 17 February

Unsolicited Goods and Services Act

Mr. Peter Rost (South East Derbyshire) asked the Secretary of State for Prices and Consumer Protection: 'Whether she is satisfied that the Unsolicited Goods and Services Act imposes adequate restraints on undesirable trading practices of some firms operating in the field of trade directories?'

Mr. Williams replied: 'As the Hon. Member knows from the 2nd Reading debate and Committee stage of the Unsolicited Goods and Services (Amendment) Bill, the Government is far from satisfied with the 1971 Act and is strongly supporting this Bill to amend it.'

Aerosol containers

Mr. Bob Cryer (Keighley) suggested the introduction of legislation to restrict the sale of aerosol containers to persons aged 18 years and over.

'I assume that my Hon. Friend has in mind the dangers of sniffing the propellant gases used in aerosols,' answered Mr. Williams. 'I share his concern, but there are many other substances which may be misused in this way. To be effective a ban on their sale to young people would have to apply to a wide range of domestic products, and would be difficult to justify in view of the small number of those who misuse them.

'We are seeking ways to discourage this abuse and have asked the Health Education Council for their advice.'

Ministerial visit to USSR

Mrs. Renée Short (Wolverhampton North East) asked if the Secretary of State for Trade is to pay an official visit to the USSR.

'I plan to visit the Soviet Union in May this year for the fourth meeting of the Anglo-Soviet Joint Commission,' said Mr. Shore.

Trade with EEC

Requests were made by Mr. Neil Marten (Banbury) and Mr. Peter Blaker (Blackpool South) for the balance of trade figures with the EEC for the latest three-months period.

Mr. Shore replied: 'The visible trade deficit with the EEC Eight, on a balance of payments basis and seasonally adjusted, is provisionally estimated to have been £614 million in the fourth quarter of last year.'

Mr. Douglas Jay (Wandsworth, Battersea North) asked for information on the visible trade deficit of the UK with the previous EEC six in the full 12 months of 1974, if possible in balance of payments terms; stating what percentage this represented of the UK's total non-oil trade deficit in the same period and on the same basis.

Mr. Shore said that on a balance of payments basis the visible trade deficit with the EEC Six in 1974 is provisionally estimated to have been £1,946 million, of which £1,659 million was in trade in non-oil goods. This latter represents 100 per cent of our total non-oil trade deficit.

'Has there been any increase in the percentage of Great Britain's adverse balance of payments accounted for by trade with EEC countries during the last months for which figures are available?' asked Sir Anthony Meyer (West Flint).

'Exempting trade in oil,' said Mr. Shore, 'the deficit with the EEC Eight on a balance of payments basis accounted for 152 per cent of total trade deficit in the second half of 1974, as compared with 81 per cent in the first half of the year.'

Mr. Mike Thomas (Newcastle upon Tyne East) asked the Secretary of State for Trade for the supporting figures on which he based his calculations that 96 per cent of the UK's non-oil trade deficit of payments calculation is accounted for by the trade with the EEC.

Mr. Deakins replied that the figure of 96 per cent related to trade with the EEC (8) in the first nine months of 1974. For the year as a whole the corresponding figure is provisionally estimated at 110 per cent, based on the following provisional figures:

TRADE IN GOODS OTHER THAN OIL
£ million, balance of payments basis

	Exports	Imports	Balance
All countries	14,762	16,413	−1,651
EEC (8)	4,651	6,467	−1,816

'Firmer figures will be available in about six weeks and will be included in an article in *Trade and Industry*, a copy of which will be placed in the Library,' said Mr. Deakins.

Dr. Jeremy Bray (Motherwell and Wishaw) wanted to know the proportion of the deterioration in the trade balance with the original six members of the EEC since Great Britain's entry due to relative movements in exchange rates; about steps being taken to improve the balance by taking advantage of the reduction in prices of British goods in Europe due to the exchange rate movements.

Mr. Shore replied: 'Our trade has been affected by a number of economic factors and there is no certain way of identifying the individual effect of movement in exchange rates. In qualitative terms, the sterling float has strengthened our competitive position in European markets and elsewhere. The Government and the British Overseas Trade Board have recognised the importance of this and have been urging exporters to examine their pricing policy to take advantage of the increased competitiveness both for themselves and the balance of payments.'

Mr. John Roper (Farnworth) asked: 'What was the average monthly deficit in 1974 on an Overseas Trade Account basis in UK trade with the eight other members of the European Community and with EFTA.'

'£185 million and £63 million respectively,' said Mr. Shore.

Mr. John Ovenden (Gravesend) asked for figures showing the average level of tariffs imposed on UK imports of manufactured goods from EEC countries at the present time and prior to UK membership of the EEC, the corresponding figures for UK exports to EEC countries and the present value of the trade involved in each direction.

Mr. Shore answered that the average levels before accession were estimated to have been 10 per cent for UK imports and 8½ per cent for EEC imports; these have now been reduced to 4 per cent and 3.4 per cent respectively. In 1974 UK exports to and imports from the EEC Six were £3,813 million and £5,759 million on a balance of payments basis.

Questions about the proportion of the UK deficit with EEC countries in 1974 arising from trade in food and live animals were asked by Mr. Douglas Hurd (Mid-Oxon) and Mr. Wyn Roberts (Conway).

Mr. Deakins answered: 'In 1974, the "crude" trade deficit – that is the difference between exports valued fob and imports

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

valued cif – in food and live animals with the Six accounted for 33 per cent of our crude trade deficit in all goods with the Six. Between 1971 and 1974 the crude trade deficit in food and live animals increased by 297 per cent: the corresponding figure for the rest of the world is 37 per cent.'

Mr. Tim Renton (Mid-Sussex) asked the Secretary of State for Trade: 'What advice, in the light of the EEC negotiations, his department is giving to British exporters seeking to establish new sales outlets in the Common Market?'

'The full range of the Department's export services continues to be available to such exporters,' replied Mr. Deakins. 'The current renegotiation of the terms of our membership of the EEC has in no way weakened our encouragement to exporters.'

Trade with Commonwealth

Mr. Hugh Dykes (Harrow East) and Mr. Guy Barnett (Greenwich) asked for information on the crude trade balance between the United Kingdom and our other Commonwealth trading partners in the years 1970 to 1794.

Mr. Shore said: 'The "crude" trade deficits, that is, the difference between exports valued fob and imports valued cif, with Commonwealth in each year between 1970 and 1974 were £468 million, £174 million, £312 million, £637 million and £580 million respectively.'

Arab trade boycott

Mr. Les Huckfield (Nuneaton) asked the Secretary of State for Trade about representations received from British companies about the operation of the Arab trade boycott and the replies he sent.

Mr. Deakins answered: 'I regret that I cannot quote individual cases, but the Department has received representations from UK companies who are worried by the effects of the boycott. HMG deplores all trade boycotts other than those internationally supported and sanctioned by the United Nations, and while the position is explained to interested traders any subsequent decision is a matter for the commercial judgement of the firm concerned.'

Light aircraft insurance

Mr. Michael McNair-Wilson (Newbury) asked if the Secretary of State for Trade would seek powers to make the possession of third party insurance compulsory for the owners of light aircraft.

Mr. Clinton Davis answered: 'The insurance of light aircraft against third-party risks is the subject of current consultation between my Department, the Civil Aviation Authority and representatives of owners and operators. It would be premature, to anticipate the outcome of these discussions.'

Nation Life Insurance Company

Mr. Ronald Bell (Beaconsfield) asked if the Secretary of State for Trade intends to extend any degree of cover under any scheme or to invite any other body to give such cover to policyholders in the Nation Life Insurance Co.

Mr. Clinton Davis replied: 'While I have considerable sympathy for the policy holders of this company, I have no powers to give financial assistance in this case. Ever since the difficulties of the company became apparent, my Department has continued to explore with other insurance companies the possibilities of assistance for its policy holders.'

Guidelines for tourism

Sir John Eden (Bournemouth West): and Mr. Robert Adley (Christchurch and Lymington): asked the Secretary of State for Trade for information on his policy guidelines for the tourism industry.

Mr. Deakins answered: 'The new guidelines are designed to maximise the benefits of tourism for the national economy as a whole rather than to define the position of particular districts or interests. The three National Tourists Boards and the British Tourist Authority, who are very closely in touch both with regional problems and with the trade, are being consulted about implications of the guidelines.

'Until their analysis has been received and studied I should not wish to add to my Rt. Hon. Friend's lengthy written reply to my Hon. Friend the Member for Leeds West, on 21 November last.' (*Trade and Industry*, 28 November 1974, page 434.)

Dumping textiles

Mr. A. G. F. Hall-Davis (Morecambe and Lonsdale) asked the Secretary of State for Trade what representations he has received about dumping of textiles in the United Kingdom and what action he has taken.

Mr. Deakins answered: 'There has been recently only one application for anti-dumping action on textiles, on acrylic yarn imports. As other Community countries are also affected it is being handled by the EEC Commission.

'I trust that any industry which has evidence that imports are being dumped in this country in sufficient quantity to cause or threaten material injury will not hesitate to present a case under the 1969 anti-dumping Act.'

Trade missions to Japan

Mr. Frank Hooley (Sheffield, Heeley) asked how many trade missions visited Japan in 1974; and how many are planned for 1975.

'Twenty-seven missions visited Japan in 1974. So far plans are firm for 22 missions in 1975,' said Mr. Deakins.

Japan: trade in motor vehicles

Mr. Hal Miller (Bromsgrove and Redditch) asked for a statement about the imbalance in trade in motor vehicles between the UK and Japan for 1974 and Mr. Douglas Hoyle (Nelson and Colne) asked if the import of Japanese cars into Great Britain would be restricted.

'The imbalance narrowed last year mainly as a result of a fall of 11 per cent in imports, and now amounts to £61 million,' said Mr. Deakins. 'I look forward to a further reduction in 1975, now that the British industry is better able to meet demand at home and abroad. I have no proposals for import restrictions.'

Imports of timber

Mr. Patrick Cormack (South West Staffordshire) asked for details of the increase in the value of imports of timber, including timber products and pulp, over the past three years.

Mr. Deakins said: '109 per cent between 1972 and 1974.'

Exports and imports of coal

Mr. Edwin Wainwright (Dearne Valley) asked how many tons of coal were, respectively, exported and imported to the United Kingdom for each of the past four years.

Mr. Deakins answered. 'The published figures show that in the years 1971 to 1974 exports were 2.7, 1.7, 2.7 and 1.9 million metric tons and imports were 4.2, 5.0, 1.7 and 3.5 million metric tons, respectively.'

Exports and imports of steel

Mr. Leslie Spriggs (St. Helens) asked for details of steel imports, and exports, for the last five years and up to the latest available date.

Mr. Deakins gave the following information for ingots, semi-finished and finished steel:

Million metric tons

	Imports	Exports
1970	2.2	3.8
1971	2.0	4.7
1972	2.7	4.4
1973	2.8	4.0
1974	3.8	3.1

Exports of aerospace products

Mr. Michael Shersby (Hillingdon, Uxbridge) asked what was the total value of British exports of aircraft and parts, aircraft engines and parts and guided weapons and parts for the year ended 31 December 1974; and what were the leading markets for those products.

Mr. Deakins said that total exports of aerospace products in the year ending 31 December 1974 were as follows:

£ million

	Gross	Net*
Aircraft and parts	298.6	277.3
Aero-engines and parts	296.9	228.1
Guided weapons and parts	11.1	6.8
Total	606.6	512.2

* Gross exports less re-imported goods and goods imported for process during 1974.

In terms of gross exports, the leading markets were:

USA	191.5
France	83.9
Federal Republic of Germany	60.9
Canada	17.7
Saudi Arabia	15.5
Japan	15.2
Switzerland	10.7

No country analysis of net exports is available.

Airline security

Mr. Jonathan Aitken (Thanet East) asked the Secretary of State for Trade if he has plans to introduce Sky Marshals as security guards on passenger flights of British airline companies;

Mr. Clinton Davis replied: 'I have given careful consideration to the use of armed guards on flights of British airlines, but I am not satisfied at present that this would on balance be in the interests of the safety of the passengers and crew.'

Skytrain

Mr. John Stanley (Tonbridge and Malling) asked about representations received from Laker Airways on the Skytrain, and Mr. Michael Neubert (Havering, Romford) asked about representations made to the US Government since 3 October 1974 in connection with the application by Laker Airways for permission to operate trans-Atlantic Skytrain services.

Mr. Clinton Davis said: 'My Right Honourable Friend received the Laker's

Airway's letter of 15 January addressed to all members. Since there may be an appeal against the Civil Aviation Authority's recent decisions on Skytrain, I should prefer to avoid comment.

'A number of formal and informal representations, one of which I made myself, have been made to the United States Government specifically about their delay in issuing a permit, the last being on the 3 October 1974. Thereafter, in the light of the imminent need for the Civil Aviation Authority to review the fare and the licence as a whole, further representations would have been inappropriate, but the US Government was kept informed of the proceedings.'

Airport charges

Mr. Kenneth Warren (Hastings) asked for a statement about consultations held between the Department of Trade and the British Airports Authority over the Authority's proposed increases in airport charges.

'A proposal by the British Airports Authority for an increase in airport charges is being examined by my Department, and I expect to inform the Authority shortly whether the increase is approved,' said Mr. Clinton Davies.

German trawler 'Tunfisch'

Mr. James Johnson (Kingston upon Hull West) asked if the Secretary of State for Trade was satisfied with the co-ordination involved in the rescue of the German trawler Tunfisch *on 30 January.*

'Yes,' said Mr. Clinton Davis. 'The trawler's crew of 20 were all rescued successfully in an operation co-ordinated by HM Coastguard. They were picked up from liferafts and from the uninhabited island of Swona by helicopter and lifeboat. Long range aircraft, other lifeboats and ships at sea also took part. I am sure that the House would wish to join with me in congratulating all concerned on a most successful operation.'

Industry Bill

Mr. Trotter asked for a breakdown of the estimated number of staff in each grade required to implement the administration of the system of planning agreements and the information disclosure provisions of the Industry Bill and for the estimated cost to public funds of the staff to be employed on implementing the Bill.

Mr. Heffer replied: 'The total increase over the next three to five years in public service manpower as a result of the Industry Bill is estimated to be of the order of 250, almost entirely engaged on the administration of the system of Planning Agreements and the information disclosure provisions. A precise breakdown by grade at this stage would be speculative. In very broad terms however the estimated annual cost to public funds of these 250 additional staff, at current salary and associated cost levels, would be about £2.1 million.'

Assistance under Industry Act

Mr. Stanley asked about the sums paid under Section 8 of the Industry Act 1972, the recipients of those sums and the dates of payment, and the sums received by way of repayment of loans under Section 8 of the Act.

Mr. Heffer said that payments made up to 31 January 1975 under Section 8 of the Industry Act 1972 were:

£ million

	Amount	Date
Norton Villers Triumph	4.872	16 July 1973
Kearney and Trecker Marwin	1.25	20 July 1973
	0.2	12 Sept. 1973
	2.975 (net)	15 Aug. 1974
Under the Wool Textile Industry Scheme payments have been made to 98 companies	1.8	Various

'Part of the assistance granted to Kearney and Trecker Ltd. in July 1973 was in the form of a £950,000 loan,' he said. 'This was repaid on 15 August 1974 as part of the financial arrangement establishing KTM Machine Tools (Holdings) Ltd., and then financed the acquisition by the Department of 950,000 £1 Redeemable Convertible A Preference Shares in the holding company.'

Mr. Stanley asked for the amounts of each of the Secretary of State for Industry's liabilities described in Section 8(6)(b) of the Industry Act 1972, the names of each of the debtors whose liabilities he has guaranteed, and the date each liability was incurred.

Mr. Heffer said that the following guarantees have been given under Section 8:

£ million

	Amount	Date
Alfred Herbert	2	5 Dec. 1974
Scientific and Medical and Medical Instruments Ltd.	1.25	13 Dec. 1974

'The House has also approved by affirmative resolution on 18 December 1974 that assistance in the form of a guarantee of up to £50 million may be provided to BLMC. No liablity has yet been incurred.'

Nationalisation of shipbuilding

Mr. Trotter asked if the Secretary of State for Industry has received any written representations from the trade unions in response to his suggestion that organisations should offer comments on the issues raised by his discussion paper on nationalisation dated 31 July 1974.

Mr. Meacher replied: 'My Rt. Hon. Friend has received written comments on the discussion paper on public ownership of shipbuilding and associated industries from the trades unions concerned.'

Court Line

Mr. Trotter asked why matters affecting the ship-repairing activities of the former Court Line companies are dealt with by a different branch of the Department of Industry from that engaged on the nationalised shipbuilding companies.

'All publicly owned shipbuilding and ship-repairing companies are the responsibility of the Shipbuilding Policy Division of my Department,' said Mr. Meacher. 'Arrangements within the Division are dictated by administrative considerations.'

Sunderland Shipbuilders Ltd.

Mr. Trotter asked the Secretary of State for Industry, whether the board of Sunderland Shipbuilders Ltd. have informed the Government of its intentions in any significant pay negotiations since receipt of his letter dated 19 September 1974 setting out the way in which the affairs of the company were to be conducted; and, if so, on what dates the information was supplied.

'Yes,' said Mr. Meacher. 'The company have kept my Department and the Department of Employment informed on a continuing basis about all significant pay negotiations since 19 September 1974.'

Harland and Wolff

Mr. Trotter asked to what extent the Department of Industry is responsible for controlling Harland and Wolff and in particular for approving the company's plans and monitoring its performance.

Mr. Meacher answered: 'Overall responsibility for the Government interest in this company rests with the Secretary of State for Northern Ireland. Nevertheless under the terms of a Shipbuilding Industry Board loan, my Department has a number of formal powers to obtain information and My Rt. Hon. Friend's approval is necessary for example for new development projects, new borrowings, for the appointment of a chairman, or chief executive, and for any changes in directors' fees. My officials receive regular financial and production information from the company, mainly on a monthly basis.'

Mr. Norman Tebbit (Waltham Forest, Chingford) asked what machinery exists for the resolution of conflicts between the normal commercial objectives set for Short Brothers and Harland and the regard which Government-appointed directors are required to have for general Government policy; and what machinery exists to inform those directors of that policy.

Mr. Meacher answered: 'Short Brothers and Harland Ltd. functions as a commercial organisation with normal commercial objectives. Its Government-appointed directors in undertaking their responsibilities are required by instructions given to them at the time of their appointment to comply with Government policy and to seek our prior approval for any proposals which might cause difficulties with public policy. Consultation on such matters is normally between Departmental officials and the company chairman.'

Steel prices

Mr. Douglas Crawford (Perth and East Perthshire) asked how many pricing base points will be allowed to the British Steel Corporation under EEC regulations; and where these base points will be located in Scotland, Wales, and England.

Mr. Meacher replied: 'The basing point price system was introduced for Treaty of Paris products by all iron and steel producers in the UK on 30 April 1973.

'The British Steel Corporation selected 12 basing points, after consultation with its customers, and these were accepted by the Commission of the European Communities. The points are as follows:

Glasgow Central	Scotland
Hawarden Bridge, Clwyd	Wales
Newport, Gwent	Wales
Birmingham	

Manchester
Middlesbrough
Scunthorpe
Sheffield Midland
Stanton
Stoke-on-Trent
Workington
York

'Full details of products, and the basing points from which they are available, are published by the BSC in its price lists. The Corporation has no plans to change its present basing points.'

Welsh Industrial Estates Corporation

Mr. Dafydd Thomas (Merioneth) wanted to know the total number of staff of the Welsh Industrial Estates Corporation; and in what capacities they are employed

Mr. MacKenzie replied that the total number of staff employed at the Corporation's headquarters and on the five principal industrial estates is 302; their functions and numbers are as follows:

Director General	1
Secretarial staff and common administrative services	30
Accounting staff	20
Commercial staff	15
Technical staff including clerks of works	77
Security staff, cleaners, drivers and canteen staff	24
Industrial staff (electrical and mechanical trades and general workers)	135
Total	302

Five-day working

Mr. Eldon Griffiths (Bury St. Edmunds) asked how many industrial firms are now working less than a five-day week.

Mr. Meacher said: 'Information on the number of firms is not available. However estimates of short-time working show that about 72,000 operatives in manufacturing industries in Great Britain were on short-time working in the week ended 14 December and that about 1 million hours were lost. These figures are due to be published in the February issue of the *Department of Employment Gazette*.'

Hoover factories in Scotland

Mr. Douglas Crawford (Perth and East Perthshire) asked the Secretary of State for Industry what representations he has received from workers at Hoover's Scottish factories concerning continuity of employment.

Mr. MacKenzie said: 'The unions have made representations to my Rt. Hon. Friend and my Rt. Hon. and Noble Friend the Minister of State, has met a deputation from the Scottish Trades Union Council.'

Saudi-Arabian oil

Mr. Grimond (Orkney and Zetland) asked for the latest figures or estimates for the cost of production per barrel of Saudi-Arabian oil, the tax per barrel and the posted price.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, replied: 'Press reports suggest that the cost of production of Saudi Arabian light oil is now 17c a barrel. The companies pay tax and royalties of about $9.76 on the 40 per cent of production which they own. The Saudi Arabian Government "take" or profit on the balance of the crude is about $10.29. The posted price of this crude is $11.25 a barrel.'

Tuesday, 18 February

The Price Commission

Mr. Trotter asked about the present staff in the Price Commission; how many extra staff will be engaged and how many staff will be required to deal with the affairs of firms now required to register after 1 March.

Mrs. Williams replied. 'The total staff complement of the Price Commission is 800. The Commission's most recent quarterly report showed a total of 696 staff in post at the end of November 1974. Further staff were in process of recruitment, mainly to provide an improved service in the regions. The best estimate which can be made is that the Commission will require about 770 staff to carry out its present responsibilities including those arising out of the registration of Category III enterprises. Extra staff are not being recruited specifically for this purpose.'

Mr. Trotter also asked for an estimate of the number of firms at present required to register with the Price Commission and of the additional firms required to register after 1 March.

Mrs. Williams said: 'About 1,400-1,500 firms have an obligation to make regular reports to the Price Commission. The Commission have so far identified some 8,500 additional firms of a size which requires them to register with the Commission before 1 March, but it is impossible to give any reliable estimate of the total number of firms to which this obligation applies.'

Consumer Advice Centres

Mr. Robert Kilroy-Silk (Ormskirk) asked for a list of the local consumer advice centres now operating, and to be opened, on Merseyside.

Mr. Williams replied: 'According to the latest information available to me, purpose-built consumer advice centres are operating in Liverpool, Wallasey and Bootle. A further centre is operating from the Trading Standards Office in St. Helens until a permanent site can be obtained. There is also a mobile unit offering a county-wide service. During the next year, a new centre is expected to be opened in Southport.'

Effects of EEC membership on steel companies

Mr. Dafydd Wigley asked for a statement outlining the consequences of the Treaty of Accession for the right of establishment in the United Kingdom of domestic and foreign (EEC and non-EEC) privately-owned steel companies.

Mr. Benn replied: 'Under Section 15 of the Iron and Steel Act 1967, the establishment of certain production facilities for iron and steel, whether by domestic or foreign owned companies., required the consent of the Secretary of State for Industry. This Section was repealed by the European Communities Act 1972, as a consequence of the UK joining the European Coal and Steel Community.

'As My Rt. Hon. Friend the Secretary of State for Foreign and Commonwealth Affairs indicated in his speech on 4 July 1974, the objectives of renegotiation include the question of the powers which we require to pursue effective regional and industrial policies.'

EC criteria for regional aid

Mr. T. H. H. Skeet (Bedford) asked for an outline of the criteria adopted by the European Commission for the grant of regional aid; and how they differ from those laid down by HM Government.

Mr. MacKenzie answered: 'The Regulation establishing the Regional Development Fund has still to be adopted by the Council of Ministers. Until the work of preparing this regulation has been completed the criteria to be used in dealing with applications for assistance from the Fund cannot usefully be compared with those applying to UK regional arrangements.'

Employment prospects on Merseyside

Mr. Robert Kilroy-Silk asked about steps being taken to stimulate the employment prospects on Merseyside in (a) the short-term and (b) the long-term.

Mr. Heffer answered: 'The Government have already taken steps to encourage development and employment in Merseyside and other areas of high unemployment. The granting of Special Development Area status to Merseyside, the doubling of the Regional Employment Premium and the strengthening of IDC control should help to improve the situation. 12 advance factories have also been allocated to Merseyside in the past year, the last in a new programme of factories announced on 14 February.

'Looking further ahead, Merseyside is to receive nearly 3,500 jobs as a result of Government dispersal plans. My Department is also taking over a 21-acre site at Gillmoss, Liverpool which we intend to redevelop with modern factories. More generally the proposed National Enterprise Board will be able to act to create employment by launching new ventures or undertaking joint commercial ventures with private companies. The new system of Planning Agreements will also be concerned among other things with the distribution and balance of investment and employment. The success of our regional policies however will be greater if the general economic outlook improves and this is one of the Government's top priorities.'

Wages and conditions of South African workers

Mr. J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Trade how many of the 500 company chairmen he has written to have promised to co-operate with his department in supplying on a regular basis information published by their company on the matter of wages and conditions of South African workers.

Mr. Shore answered 'My letter of 31 January invited company chairmen to co-operate in publishing information to indicate the progress which their companies had made in improving the wages and working conditions of their African workers. It did not call for immediate action and it will be some months yet before we can judge the response from companies concerned.'

ECGD credits for Chile

Mr. Ian Mikardo (Bethnal Green and Bow) inquired about the conditions under which the Export

Credits Guarantee Department are insuring credits for Chile; and about changes; if any, in those conditions since the beginning of 1974.

'ECGD cover is restricted to business involving not more than six months post-shipment credit and there has been no change since the beginning of 1974,' said Mr. Shore.

Prosecutions under the Companies Acts

Mr. Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Trade, in the past 10 years, following how many reports and formal inquiries, papers have been sent by his department to the Director of Public Prosecutions; and in how many and which cases prosecutions of individuals or companies have resulted.

Mr. Clinton Davis said: 'Not all of the information sought is readily available and the cost of obtaining it would not be justified. However, below is a table showing inquiries carried out under the investigatory provisions of the Companies Acts and the number of prosecutions undertaken (either by the Director of Public Prosecutions or the Department) so far as these can be ascertained. Some of the inquiries are still in progress and others which have been completed are the subject of further inquiries by the Police with a view to the consideration or institution of criminal proceedings. The figures given for prosecutions relate to the years in which the inquiries were commenced.

'It is the practice to submit all reports under Sections 164, 165 and 172 to the Director of Public Prosecutions for consideration and also information obtained under Section 109 where there appears to be prima facie offences, unless the offences disclosed are of a minor nature and which the Department usually prosecute (eg failing to keep proper books of accounts). Additionally, the Department exercises its powers under Section 35 Companies Act 1967 to petition for the winding up of companies and under Section 37 of the same Act to bring civil proceedings on behalf of the company to recover monies for either creditors or shareholders.

'The numbers of reports forwarded by the Official Receivers who are concerned with compulsory liquidations and bankruptcies in England and Wales, and of the relevant prosecutions by the Department are as follows:

	Prosecution reports by official receivers		Prosecutions by the Department	
	Compulsory liquidations	Bankruptcies	Compulsory liquidations	Bankruptcies
1965	77	357	25	185
1966	123	367	34	189
1967	110	396	53	218
1968	104	494	37	249
1969	111	463	42	232
1970	103	527	25	249
1971	113	464	42	275
1972	117	516	42	244
1973	74	519	38	224
1974	103	542	*	259

* Not yet available.

'Figures for offences prosecuted by the Director of Public Prosecutions and by Police prosecuting authorities based wholly or in part on reports submitted by Official Receivers are not readily available. Statistics of prosecutions and convictions under the Companies Acts and the Bankruptcy Acts, and other legislation appear in the Companies Annual Reports and the Bankruptcy Annual Reports for 1973 and previous years, copies of which are available in the Library.'

M Notice procedure

Mr. McNamara asked when the Secretary of State for Trade, anticipates he will finish his inquiry into the M Notice procedure.

'This inquiry is being treated as a matter of urgency and is well advanced,' said Mr. Clinton Davis. 'Consultation with both sides of industry should begin shortly and will be completed in time for any new enabling powers to be included in the next Merchant Shipping Bill.'

Loss of life at sea

Questions were asked by Mr. McNamara on the number of statutory preliminary inquiries and statutory formal inquiries held by the Department of Trade into the loss of life, vessels or collisions or other maritime incidents in the past 10 years, indicating (a) the date and nature of the incident (b) the date and time taken to hold the preliminary inquiry (c) the date and time taken for the formal inquiry, and (d) the date of the publication of the report of the inquiry and the time between the incident and the report; the nature of any recommendations made by these inquiries and the steps taken by the department to implement the recommendations by statutory notice, departmental marine notice, legislation or otherwise, and the average time, following a marine casualty, for the holding of the preliminary inquiry to the report of the findings of the formal inquiry.

'This information covering the past 10 years is not readily available and could not be obtained in the detail required without disproportionate effort,' said Mr. Shore. 'However, experience over the past five years shows that the average time between a casualty and the submission of a preliminary inquiry report was four months and that an average of a further 12 months elapsed between the preliminary inquiry report and the commencement of the formal investigation. Since January 1973, however, when two extra Wreck Commissioners were appointed, the latter period has fallen to five and a half months. The findings of preliminary inquiries and formal investigations have a significant and beneficial effect on marine safety. I will be writing to my Hon. Friend shortly with further information about these matters.'

Mr. McNamara asked how many British and foreign vessels, respectively, were lost about the British Isles in the past 10 years to the most convenient date; and what was the loss of life involved and the tonnage of the vessels.

Mr. Clinton Davis said: 'Comparable figures for UK and foreign shipping losses are available only on a world-wide basis, and only for vessels of over 100 tons gross; they are as follows:

Period	UK ships lost		Foreign ships lost	
	Numbers	Tonnage	Numbers	Tonnage
1964-73	88	277,000	3,158	7,759,000

'No figures are available for deaths resulting from casualties to foreign ships; deaths resulting from losses and other casualties to UK registered ships during this period were as follows:

Merchant ships			
Crew	Passengers	Fishing boats	Total
320	21	166	507*

* The loss of seven vessels accounted for 176 lives.

Mr. McNamara then asked for the total number of lives lost at sea in British ships, fishing, pleasure or merchant marine, in the past 10 years.

Mr. Clinton Davis gave the following table showing the number of accidental deaths at sea of crew members in each of the 10 years 1964-73 in British merchant ships and fishing vessels. No comparable figures for deaths in pleasure craft are available.

	Inquiries under Companies Acts				Prosecutions undertaken		Files opened by the Director of Public Prosecutions (B)
	1948		1967				
	S164/5	S172	S32	S109 (A)	S164/5	S109 (A)	—
1965	4	1	–	–	1	–	61
1966	14	–	–	–	3	–	74
1967	18	–	–	27	2 +	6	70
1968	16	–	–	47	7 +	10	55
1969	26	–	–	62	9 +	11	80
1970	15	–	–	61	8 +	2	79
1971	24	–	–	103	6 +	7	87
1972	6	–	–	110	3 +	5	75
1973	10	1	1	81	1 +	4	73
1974	26	2	–	130	– +	2	78

(A) In 51 cases where inquiries were first made under Section 109, there were further subsequent inquiries under Sections 164/5 and 172.

(B) The number of files opened by the Director of Public Prosecutions include all references made to him by the Department.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Year	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
Merchant ship crews	103	82	140	107	58	61	74	49	110	71
Passengers	8	13	7	7	6	4	1	3	4	4
Fishing vessels	26	44	31	16	80	28	22	22	22	23

Air-sea rescue

Mr. McNamara asked if the Secretary of State for Trade would indicate the number and status of persons in his department concerned with the review of the air-sea rescue services and whether he would appoint an independent review body to examine and make recommendations on the air-sea rescue services.

Mr. Clinton Davis said: 'The following officials in my Department are directly concerned:

1 Under-Secretary – Head of Marine Division and Chairman of the Search and Rescue Committee

1 Assistant Secretary in Marine Division

1 Chief Inspector, HM Coastguard

1 Principal and 1 Higher Executive Officer in Marine Division

'A thorough review of the search and rescue services has recently been undertaken by a group comprising these officials and representatives of the Ministry of Defence (including the Royal Navy and Royal Air Force), the Royal National Life-Boat Institution, the Coast Radio Stations of the Post Office, and the Chamber of Shipping, with advice also from Trinity House, the Royal Yachting Association and Departmental Establishment Divisions. An independent management services consulting team drawn from the Civil Service Department and including staff seconded from private firms has participated in this review on a full-time basis. Recommendations are currently being considered and I do not believe it is necessary to appoint a further review body.'

EC grants etc. to NCB

Mr. Skeet asked for details of the separate loans and grants received by the National Coal Board from Community sources, including the ECSC, and the European Investment Bank.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, gave the following information:

LOANS AND GRANTS FROM ECSC UNDER THE TREATY OF PARIS

Type of aid	Amount received million	Terms	Notes
Article 54			
Investment loans	$ 5.625 (£ 2.36	15 year loan at 8¼%	Horden and Blackhall colliery merger
	$10.00 (£ 4.20	5 year loan at 8¼%	Purchase of pool of powered roof supports
	$15.00 (£ 6.20	8 year loan at 9¼%	Purchase of pool of powered roof supports
	$25.00 (£ 4.07)	7 year loan at 9¼%	Modernisation at five mines
Sub-total	(£16.83)		
Housing modernisation loan	£ 0.99	25 year loan at 1%	The benefit of the low interest rate has to be passed on to the mineworker-tenants
Article 55			
Research grants	£ 0.65	Paid over three years. Represents 60% of total cost of projects	15 projects contracted for in 1973 totalling £1.26 million
	£ 0.44		11 projects contracted for in 1974 totalling £1.58 million
Sub-total	£ 1.09		Total contracted £2.84 million
Article 56 (2b)			
Readaptation grants (for re-training and redeployment of redundant mineworkers)	Nil		£10,44 million grant agreed in December 1974 in respect of mineworkers made redundant in 1973/74

A further series of four loans totalling $40.2 million for 10 years at 10% has just been agreed to be drawn on 18 February. In addition the NCB are negotiating a loan from the European Investment Bank.

Burmah Oil Co.

Mr. Neville Trotter asked on what date the Bank of England acquired Burmah Oil Co's. shareholding in BP; what was the total price paid; what is the current value of the holding; and how much this value exceeds the cost in value and in percentage terms.

Mr. Eric Varley, Secretary of State for Energy said: 'On 23 January 1975 the Bank of England purchased from the Burmah Oil Co. Ltd. 77.8 million Ordinary Share Units of £1 each of the British Petroleum Co. Ltd. for a total cash sum of £179 million. If it be assumed (as is by no means necessarily the case) that so large a holding could be sold at the current market price, the value of the holding at the close of business on 17 February was £282 million, which is £103 million (or 57.8 per cent) more than the cost.'

North Sea blow outs

Mr. Gordon Wilson (Dundee East) asked what facilities to deal with blow outs which might occur in the North Sea have been recommended to the oil companies by the Government.

Mr. Smith answered: 'Programmes for the drilling of offshore wells require my prior approval before I give consent to drill. They must set out the provision for dealing with possible blow-outs, including the design of the rig for this purpose and its fitment with blow-out prevention equipment. Petroleum Production Inspectors of my Department ensure that these programmes are followed that the equipment is maintained in good, order and that regular exercises are held to ensure that all personnel know the procedures to be followed in the event of a threatened blow out.

'After discussion with my Department, the United Kingdom Offshore Operators' Association has agreed that, in the event of any blow out, a rig for drilling a relief well will be made available by the United Kingdom operators. My Department is discussing with the UKOOA the scale of provision needed for pollution control vessels and fire control units for United Kingdom offshore oil operations as a whole.'

Background notes

The search for and production of oil and gas on the United Kingdom Continental Shelf is controlled by licences granted by the Secretary of State under the Petroleum (Production) Regulations 1766.

Licensees are required by the terms of their licences to carry out their operations in accordance with methods and practices customarily used in good oilfield practice. Such practice includes, amongst other things, the need to take all practicable steps in order:

a to control the flow and to prevent the escape or waste of petroleum discovered in and obtained from the licensed area;

b to prevent the escape of petroleum into any waters or water-bearing strata in or in the vicinity of the licensed area.

This basic requirement accordingly imposes on the operator an obligation to plan work so that a blow out is avoided.

Under the Petroleum (Production) Regulations 1766 the licensee is not allowed to begin the drilling of any well without the consent in writing of the Secretary of State for Energy. The formal application for a consent to drill has to be submitted to the Department of Energy four weeks before the date on which drilling is to commence and should include details of the drilling programme. The consent of the Secretary of State is also required for the abandonment of any well. Applications for such consents need to be submitted at the earliest possible date before the work is carried out and details of the functions encountered and the proposed method of plugging must be given. This procedural arrangement enables the Department to check an operator's plans, to see that arrangements to avoid blow out are satisfactory.

Mr. Wilson also asked how many Government safety inspectors are employed in checking equipment and safety procedures on drilling rigs, production platforms and laying and lifting barges; how many visits were made to each such installation or vessel in the course of 1973 and of 1974; how much time is spent on each such visit; and how much advance notice is normally given to the operator of such installation or vessel.

Mr. Smith said 'Six inspectors of the Department of Energy spend most of their time visiting drilling and production installations on the UK Continental Shelf. Five more are also involved in other aspects of safety and control and visit these installations when required. During 1973 and 1974, 91 and 129 visits respectively were made for inspection purposes. This equates to an average of three visits a year to each installation. The duration varies between two hours and two days, but typically an inspection takes between three and five hours.

'The operator of an installation is given advance notice (normally seven days) of an inspector's arrival for the purpose of making transport arrangements. In practice it would cause very great inconvenience, and often be quite impossible, to board a platform without notice.'

Mr. Wilson asked for estimates of the time which it would be likely to take to bring a blow out in the deep waters of the North Sea under control.

Parliament continued

Mr. Smith said: 'In the North Sea, it would take about 90 days to bring a blow-out under control. This is because the only reliable way of achieving this end would be by drilling a relief well designed to enter the oil bearing formation as close as possible to the original well and then injecting mud or cement to stop the flow.'

Wednesday, 19 February

Flag discrimination

Mr. Terence L. Higgins (Worthing) asked for an assurance that the terms of any trade agreement reached, following the Prime Minister's visit to the USSR, would include provision that there should be no flag discrimination against the use of British shipping.

'I can assure the Hon. Member that we will continue to resist, wherever practicable, attempts by any Government to discriminate against British shipping,' said Mr. Shore.

Prices charged by Government–assisted companies

Mr. Eldon Griffiths asked the Secretary of State for Industry about Government policy towards the selling of goods below the cost of production by companies in receipt of Government subsidies.

Mr. MacKenzie answered: 'Subject to the Price Code, prices charged by companies receiving Government financial assistance are primarily a matter for the company's commercial judgement. A company's ability to sell its products profitably is however an important element in the appraisal of viability which is always undertaken when selective assistance is being considered.'

Government spending in Assisted Areas

Mr. John Evans (Newton) inquired about the amount of public money spent, in total, and per head of population, creating jobs in Scotland, Wales and each of the eight English regions served by an Economic Planning Council in the last 10 years.

'The information is not available in precisely the form requested,' said Mr. MacKenzie. The table below shows the amount spent on regional preferential assistance by Assisted Areas.

Employment in Assisted Areas

Mr. Evans asked how many jobs have been created by the Department of Industry's activities in Scotland, Wales and each of the eight English regions served by an Economic Planning Council in each of the last 10 years.

Mr. Heffer said: 'Information is not available in precisely the form requested. Additional employment expected to arise in the Assisted Areas from projects assisted under the Local Employment Acts and in the Economic Planning Regions from projects assisted under Section 7 of the Industry Act, for the years 1964/65 to 1973/74, is set out in the tables below.'

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Employment associated with projects offered assistance under the Local Employment Acts. '000

	Development Areas							
Financial year	Northern	Merseyside	South Western	Total England*	Welsh	Scottish	IAs	Total
1964-65	N/A	N/A	N/A	37	2	21	—	60
1965-66	N/A	N/A	N/A	44	6	42	—	92
1966-67	24	11	2	37	13	36	—	86
1967-68	19	8	2	29	14	25	—	67
1968-69	26	9	3	38	15	23	Nil	75
1969-70	34	14	3	50	18	27	1	97
1970-71	23	9	3	35	13	25	10	83
1971-72	12	7	3	22	9	17	14	62
1972-73	13	5	2	20	10	20	11	61
1973-74	5	1	+	6	5	10	4	24

The totals have been rounded and do not necessarily add.
* Including assistance offered in the former Development Districts; coverage of area has varied over time.
+ Less than 500

Employment associated with projects offered assistance under Section 7 of the Industry Act '000

	Financial year	
	1972/73	1973/74
Scotland	3	16
Wales	2	11
Northern Region	3	15
Yorkshire and Humberside Region	1	12
South-West Region	1	2
North-West Region	2	15
East Midlands	—	1
Total	12	72

Mr. Heffer continued: 'The figures in the tables do not give a complete picture as no account is taken of the effect of other important forms of regional assistance, particularly Regional Development Grant and Investment Grant, payable irrespective of whether additional employment is created, as well as Regional Employment Premium. On the other hand some of the jobs in the tables would have arisen without Government assistance.'

Industrial development in Wales

Mr. Thomas asked for a list of all organisations directly or indirectly responsible to, or financed by, the Department of Industry now concerned with industrial development and industrial promotion in Wales; and what was the amount of Government finance allocated to each organisation for their work for each year from 1966 to 1975, respectively.

Mr. MacKenzie said: 'The Welsh Industrial Estates Corporation (WIEC) has the function of managing land leased to them by the Secretary of State and of developing

£ million

	1964/65	1965/66	1966/67	1967/68	1968/69	1969/70	1970/71	1971/72	1972/73	1973/74
Northern Development Area	10	10	12	49	77	89	90	81	71	92
South West Development Area	1	1	1	2	6	6	8	7	5	6
Merseyside Development Area	5	5	9	29	52	60	60	57	41	53
Scottish Development Area	10	11	16	52	94	99	98	83	95	109
Welsh Development Area	1	2	7	22	42	44	48	42	40	55
Intermediate Areas	—	—	—	—	—	1	3	5	5	25
Great Britain*	27	29	45	154	273	303	311	275	256	348

* All expenditure is gross and the totals include some small items which cannot be broken down by area. The boundaries of the Assisted Areas have altered over the 10-year period.

Population figures are not readily available for individual Assisted Areas but expenditure per head in present Development Areas and Intermediate Areas since 1970/71 has been:

	£			
	1970/71	1971/72	1972/73	1973/74
Development Areas (including Special Development Areas)	22.6	19.8	18.4	23.6
Intermediate Areas	0.3	0.5	0.5	2.3
All Assisted Areas	11.8	10.4	9.7	13.2

The above figures take no account of the differential value of tax allowances which were available at various times in the period.

the land by erecting or extending industrial buildings in accordance with the directions of the Secretary of State. The capital expenditure of the WIEC is borne upon the Department's Vote, and all its receipts, after deduction of those required to be retained for meeting its expenses, are paid over to the Secretary of State. Payments made to the WIEC and net revenue receipts remitted to the Secretary of State in each of the following financial years were as follows:'

Year ending 31 March	Capital expenditure £	Net revenue receipts £
1967	2,091,731	1,081,552
1968	3,460,846	972,457
1969	4,634,197	1,130,944
1970	4,773,540	1,153,622
1971	4,950,818	1,401,668
1972	4,337,088	1,820,757
1973	3,981,977	1,987,403
1974	4,272,800	1,721,535
1975 (estimate)	5,600,000	1,800,000

Steel industry

Mr. Ralph Howell (North Norfolk) asked the Secretary of State for Industry: 'What will be the cost of additional subsidies necessary to offset losses in revenue to the British Steel Corporation resulting from his recently-announced decision to delay the Corporation's investment plans?'

Mr. Benn said: 'I have not delayed the Corporation's investment plans; I have agreed with the Corporation the deferment of certain steel plant closures but there is no intention that this should prevent the Corporation from pushing on with its investment programme as quickly as practical.'

Mr. Skeet asked: 'What is the cost to the BSC of the Beswick proposals; and whether it is the intention of HM Government to fund the Corporation the total cost of the social obligations imposed on the board?.'

Mr. Benn answered: 'There should be no cost penalty to the BSC in carrying out the recommendations as regards steelmaking of my Rt. Hon. and Noble Friend, with which the BSC were in agreement. Most of the plants involved were profitable last year, and leaving aside short-term cyclical changes in demand we shall need the steel these plants can make until new developments become fully effective. On the provision of alternative employment, this concept has, as I said in my statement on 4 February, still to be examined and discussed more fully.'

Supply ships for offshore oil

Mr. Gordon Wilson asked how many supply ships for offshore petroleum development were ordered in each year from 1970 to date for construction in UK yards, how many have been built, respectively, in Scotland, England, Wales and Northern Ireland, and also how many such ships were ordered by British owners in each year since 1970 to date; and, of these, how many in each year have been ordered from yards in the United Kingdom.

Mr. Meacher said that precise information was not available. He gave the following table showing details of the number of supply ships ordered in 1970 to 1974 by companies engaged in offshore petroleum development:

	By all companies		For UK registration	
	From English yards	From Scottish yards	From all yards	From UK yards
	Completed	Completed		
1970	4	0	5	4
1971	4	0	4	2
1972	2	0	16	6
1973	9	0	17	17
1974	0	1	40	10
	Still on order	Still on order		
	14	4		
Total	33	5	82	39

No supply ships were ordered from yards in Wales or Northern Ireland.

Post Office

Mr. Tom King (Bridgwater) asked how much of the expected £300 million Post Office loss for 1974-75 is accounted for by the deficiency payment to the Post Office Pension Fund.

'The Post Office estimate that the payment will be £100 million,' said Mr. MacKenzie.

Mr. King asked how much of the expected £300 million Post Office loss for 1974-75 is accounted for by Giro operations, telephone and telecommunications services, and by the postal services.

Mr. MacKenzie told him that the estimated deficits for each business are:

	£ million
Telecommunications	176
Posts	124
GIRO	4

EEC protection for the textile industry

Mr. James Lamond (Oldham East) asked what talks are going on within the EEC on methods of protecting the textile industry.

Mr. Meacher answered: 'The GATT Multifibre Arrangement provides for protective action to be taken against disruptive imports of textiles. There are weekly meetings in Brussels about the application of the Arrangement to the Community's textile imports. Additionally, when appropriate, discussions take place in the context of the Community's Association Agreements.

'We have agreed with our partners in the European Community to seek restrictions on knitwear and woven fabrics and garments from the main low-cost Asian suppliers where such restrictions can be justified within the provisions of the Multifibre Arrangement.'

Oil production platforms

Mr. Gordon Wilson asked on how many occasions the Department of Energy or the Offshore Supplies Office has engaged private consultant engineers to give guidance on the approval of designs for oil production platforms and the suitability of sites; how many of these consultant engineers are members of or employed by firms based predominantly in Scotland and England, respectively; and what is the estimated proportion of such external consultancy work as a percentage of total consultancy work undertaken by the department or the Offshore Supplies Office.

Mr. Smith answered: 'My Department has on eight occasions commissioned a UK consulting engineer based in England to advise on the merits of designs for oil production platforms. Seven consultants have been commissioned to advise on the location or the suitability of sites for production platform fabrication: of these two are Scottish and have been commissioned on 14 occasions, once jointly with an English consultant and once jointly with an English and a foreign consultant; four are English and have been commissioned on six occasions, including the joint consultancies; and one is foreign and has been commissioned once on a joint consultancy. Because the extent of the work involved in individual commissions varies considerably it is not possible to give an estimate of the proportion of such external consultancy work as a percentage of all consultancy work commissioned by my Department without disproportionate expenditure of staff time.'

Thursday, 20 February

Monopolies report on rope

Mr. John Ovenden (Gravesend) asked when the Secretary of State for Prices and Consumer Protection, expects to implement the recommendations of the Monopolies Commission Report on the supply and export of wire rope, fibre rope and cordage.

Mr. Williams replied. His answer is published on page 490.

Margarine industry

Mr. Churchill (Stretford) asked if representations had been received from the Margarine Association regarding the effect of butter subsidies on employment in the margarine industry.

Mr. Maclennan answered: 'The Margarine and Shortening Manufacturers' Association have made representations to me on several occasions about the effect of the general butter subsidy on the market for their products and on employment prospects in the industry. In reply I have undertaken to consider their position sympathetically when deciding whether or not to offset by subsidy the increase in butter prices resulting from the recent review of EEC farm prices. A decision on this matter will be announced very shortly.'

Shipbuilding industry

Mr. Trotter asked what information is regularly provided to the Department of Industry by the management of Govan Shipbuilders.

Mr. Meacher answered: 'Detailed financial information is received from the company including monthly cash flow statements; monthly, quarterly and six monthly profit and loss statements; annual report and accounts; and a corporate plan, revised annually. A monthly schedule for each yard showing the steel-work performance and shipbuilding programme is received together with copies of the minutes of board meetings. In addition, the managing director in a separate report each month comments on the

order book position, capital spending, industrial relations, and general financial matters.'

Mr. Neville Trotter (Tynemouth) also asked for information on forecasts of productivity and profitability from the management of Govan Shipbuilders, Cammell Laird, and the former Court Line companies, respectively.

Mr. Meacher said: 'Forecasts of productivity and profitability are received from Govan Shipbuilders, Cammell Laird and the former Court Line companies; the time scale of the forecasts varies from company to company but overall the forecasts extend from a one year period to a four year period.'

Mr. Trotter then asked what capital investment is made or proposed in respect of the modernisation schemes for Govan Shipbuilders, and Cammell Laird, separately and in total; and what losses have been incurred by each company separately and in total since they became state-owned.

Mr. Meacher replied: 'The capital investment programmes at both Cammell Laird and Govan are currently being reviewed. The audited losses of Govan for their financial years ending 29 December 1972 and 28 December 1973 were £1.1 million and £2.2 million, respectively. Cammell Laird was in profit in both years.'

Mr. Trotter also wanted to know to what extent there are privately held minority shareholders in the nationalised former Court Line companies; and about proposals for the purchase by the Government of these holdings.

Mr. Meacher answered: '£650,000 Cumulative Preference Shares in North East Coast Shiprepairers Ltd. are privately owned. In my statement of 4 November last I announced that shareholders and long-term debenture holders would be compensated.'

Industrial democracy

Mr. Tebbit asked the Secretary of State for Industry: 'If in the pursuit of his policies for industrial democracy, he will make it the practice within the nationalised industries and Government-owned companies for which he is responsible that the relevant trade unions should have access to the information required to monitor progress towards the financial, technical and social objectives which he has set for those industries and companies?'

Mr. Heffer answered that the nature and purpose of the information to be made available to trade unions would be a major consideration for the Government in formulating their proposals for an extension of industrial democracy.

Department of Trade's borrowing powers

Mr. Geoffrey Dodsworth asked for a list of the individual limits of lending or borrowing powers obtained by the Department of Trade by means of legislation or affirmative order in the past 12 months.

Mr. Shore answered: 'There have been no changes in the Department's powers in the last 12 months. The Air Travel Reserve Fund Bill now before Parliament provides for loans to be made to the Air Travel Reserve Fund Agency.'

Hotel industry

Mr. John H. Cordle (Bournemouth East) asked how much public money was made available to the hotel industry in England and Wales, by way of grants during the year 1973-74; and about the anticipated amount of such grants to be made available in the current financial year.

Mr. Deakins answered: 'Grants paid by the English Tourist Board under the Hotel Development Incentive Scheme for hotel projects in England completed by 31 March 1973 totalled £20,002,000 in 1973/74 and are expected to be £8,000,000 this year. Similar grants paid to hotels in Wales by the Welsh Tourist Board, for which the Secretary of State for Wales is responsible, totalled £1,795,000 in 1973/74 and the provision this year is £200,000.

'The industry also benefits from financial assistance provided by the National tourist boards for selected tourist projects. Grants of this kind approved by the Boards for hotels were approximately £38,000 in England and £334,000 in Wales in 1973/74, and are an estimated £157,000 and £433,000, respectively this year.'

Credit agreements with USSR and Iran

Mr. F. A. Burden (Gillingham) asked if the interest rates for credit facilities arranged when in Moscow for purchases from the UK are lower than, equal to, or higher than the rates of interest that the UK is paying on the loan from Iran.

'It is not normal practice for the interest rates included in credit agreements of this nature to be published,' said Mr. Deakins. 'The rates and facilities we have offered to the USSR necessarily reflect those made available by other industrial countries competing with us for export business in the Soviet Union. The rates payable on international loans raised by the UK – such as the Iranian loan – must reflect the rates payable at the time by other borrowers in the international market. It is thus not realistic to compare the two sets of rates.'

Friday, 21 February

Bankruptcies

Mr. Arthur Lewis (Newham North-West) referred to 'the practice of people setting up businesses with the sole purpose of obtaining credit and then going bankrupt and establishing new businesses,' and asked if the Secretary of State for Trade would take action to prevent this by suitable amending legislation.

Mr. Shore answered: 'I have no evidence that this is a common practice; it is an offence for an undischarged bankrupt to obtain credit without disclosing his status, or to engage in business under any other name without disclosing his original name, or to act as a director or to take part on the management of any company without the leave of the court. Further, if in a winding up it appears that there has been an intent to defraud creditors the court may make the responsible persons liable for the debts, and there may be criminal consequences as well. I shall be ready to consider possible improvements in these provisions when time is available for new legislation in this field.'

Arab shares in British newspapers

Mr. Greville Janner (Leicester West) asked from whom special permission would be required by an Arab state or group of Arab states or their nominees from which to obtain a majority sharing in any British local or national newspaper; what considerations would be taken into account when considering such an application on its merits; and by whom.

Mr. Deakins said: 'From the Bank of England, as agents of the Treasury for the purposes of the Exchange Control Act 1947, as amended. Considerations taken into account will include the industrial and other economic implications as well as the balance of payments effect. In some cases the provisions of the Fair Trading Act may be relevant.'

UK trade deficit

Mr. Peter Blaker (Blackpool South) asked what percentage of the UK's non-oil trade deficit on a balance of payments basis for the year 1974 is accounted for by trade with EFTA, the USA, the USSR, the EEC, Canada and Japan, giving the total as one figure.

Mr. Deakins answered: 'Figures of our non-oil trade on a balance of payments basis are available only in aggregate for all countries and, exceptionally, for the EEC. In 1974, on a balance of payments basis the EEC (8) accounted for 110 per cent of our total non-oil trade deficit.

'Figures of the balance of trade on an overseas trade statistics basis can be obtained from the recorded figures of imports cif and exports fob but this "crude" trade balance is not a good measure of the balance of trade because, inter alia, of differences in valuation.

'On this basis the percentages of our "crude" non-oil trade deficit accounted for in 1974 by the areas listed in the question were 32, 17, 9, 70, 17 and 9, respectively; in total these areas accounted for 155 per cent of our total non-oil crude trade deficit.'

Burmah Oil Company

Mr. Trotter asked if the Secretary of State for Energy is satisfied that the purchase by the Bank of England from Burmah Oil Company Ltd. of its holding in British Petroleum Company is fair to the Burmah shareholders, in view of the fact that the market value has since risen by £100 million.

Mr. Varley answered: 'Yes. The company asked for Government assistance just before Christmas and support operations were announced on 31 December. However, as further information about the company's problems came to light, these support operations had to be modified to meet the company's needs. Outright purchase of the BP shares was an essential feature of the new proposals.

'The price agreed was the average of stock market prices from 31 December to 22 January (the day before the transaction was completed), but leaving out of account any day's price below that on 31 December.

'The Government considered that this arrangement was fair both to the shareholders and to the taxpayer, who is underwriting the Bank's guarantees to the company.'

BANCO DO BRASIL S. A.

CONSOLIDATED AND CONDENSED STATEMENT OF CONDITION
AS AT 31st DECEMBER, 1974 IN U.S. DOLLARS

Assets	1973	**1974**	%
Cash and due from banks	682,916,722	**1,020,976,579**	49.5
Loans	14,870,331,903	**20,856,929,023**	40.2
Securities	285,216,691	**338,704,118**	18.7
Bank premises and equipment	292,144,141	**356,580,243**	22.0
Other assets	499,469,759	**663,247,747**	32.7
TOTAL ASSETS	16,630,079,216	**23,236,437,710**	39.7
Liabilities			
Deposits	10,872,732,652	**15,007,827,552**	38.0
Demand	6,485,750,636	**8,183,224,344**	26.1
Time	4,386,982,016	**6,824,603,208**	55.5
Funds borrowed	781,901,402	**1,147,796,105**	46.7
Funds for refinancing	2,524,771,420	**3,301,563,088**	30.7
Other liabilities	569,879,548	**2,070,224,680**	263.2
Capital accounts	466,019,417	**778,904,665**	67.1
Reserves	687,905,426	**930,121,620**	35.2
Retained income	726,869,351	——	—
TOTAL LIABILITIES	16,630,079,216	**23,236,437,710**	39.7

FOREIGN NETWORK

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BOTB British Overseas Trade Board

Research before you leap

Richard Czartoryski looks at the of Export Marketing Research Scheme

Why should it matter to a British confectionery manufacturer that, as a result of people hoarding certain coins, there is a shortage of small change in Italy? The answer is that while Rowntree Mackintosh was researching the Italian market prior to the launch of a new product, it found that many Italians preferred buying goods costing a multiple of 50 lire, in order to avoid being fobbed off with chewing gum or book matches as change – a fact which confirmed the desirability of adopting round 'unit of currency' prices.

This is just one example of the myriad seemingly unimportant and easily overlooked details which can affect the sales of a product. Few firms would dream of launching a new product in this country without first carrying out thorough marketing research. And yet how many try to do so overseas? They are then surprised at their lack of success, become discouraged and turn their back on overseas markets. If there are so many unknown factors on one's own doorstep, how many more must there be in places with a different way of life, different traditions, tastes, laws and climate, not to mention different marketing methods.

Marketing research has more than proved its worth at home, but is nevertheless frequently neglected or under-used overseas. The reasons given for this range from managerial indifference to the fact that overseas research usually costs more than research in this country – often a good deal more.

To help remedy this situation, and to encourage firms and trade associations to consider overseas research as a key part of their marketing efforts, the Export Marketing Research Scheme was launched in July 1969. It was aimed particularly at those new to exporting or to export marketing research.

So far it certainly seems to be meeting its objective. More than 7,000 firms have benefited from the scheme either individually or as members of a trade association, or by being supplied with reports sponsored by the British Overseas Trade Board. New projects are being approved at a rate of up to 25 a month. The sum of £450,000 has been earmarked for the EMR Scheme in 1974/75, an increase of 50 per cent over the previous year. The level of research being supported is worth well over £1 million a year.

The scheme can help firms in two ways. The first form of assistance is with advice: this is provided by the BOTB's Export Marketing Research Adviser, Terry Coram, backed by a small team. Firms can find out how research can help with their exporting problem, what kind of research they may need, the most appropriate techniques to use and the most cost-effective ways of carrying out the research. Advice is given on likely costs, on obtaining quotations and on choosing suitable consultants or agencies. For firms wishing to set up their own in-house research capability, advice is available on the many factors involved, like recruitment, salary levels, training and so on.

The second kind of help is financial. Once a project has been approved, a substantial proportion of its cost can be recouped through the scheme. When the research is carried out by consultants up to a third of the total cost may be paid in the case of a project undertaken by an individual firm. In the case of joint research by groups of two or more unconnected firms, up to half the cost may be paid and up to two-thirds when research is sponsored by a trade association.

Since it was launched, the scope of the Export Marketing Research Scheme has been expanded and refined to encourage more extensive use of research as an exporting tool. One important change in 1972 was to help research carried out by a firm's own staff. Half the cost of travel and subsistence may now be recovered by a firm which makes use of its own research department for an approved project.

As recently as last April help for in-house research was further extended. To get firms to regard marketing research as a regular part of their marketing programme, and not as an occasional luxury, help is offered to firms that wish to set up a suitable research capability of their own. For the first year, up to a third of the total costs of the research – including salaries and overheads – may be offered.

In all cases research must be geared to an exportable product or service. The EMR Scheme will not support general background research or projects already under way. And priority is given to applicants with little or no experience of researching overseas markets. Firms and trade associations with considerable research experience and resources are not excluded, but they may be offered a lower level of support.

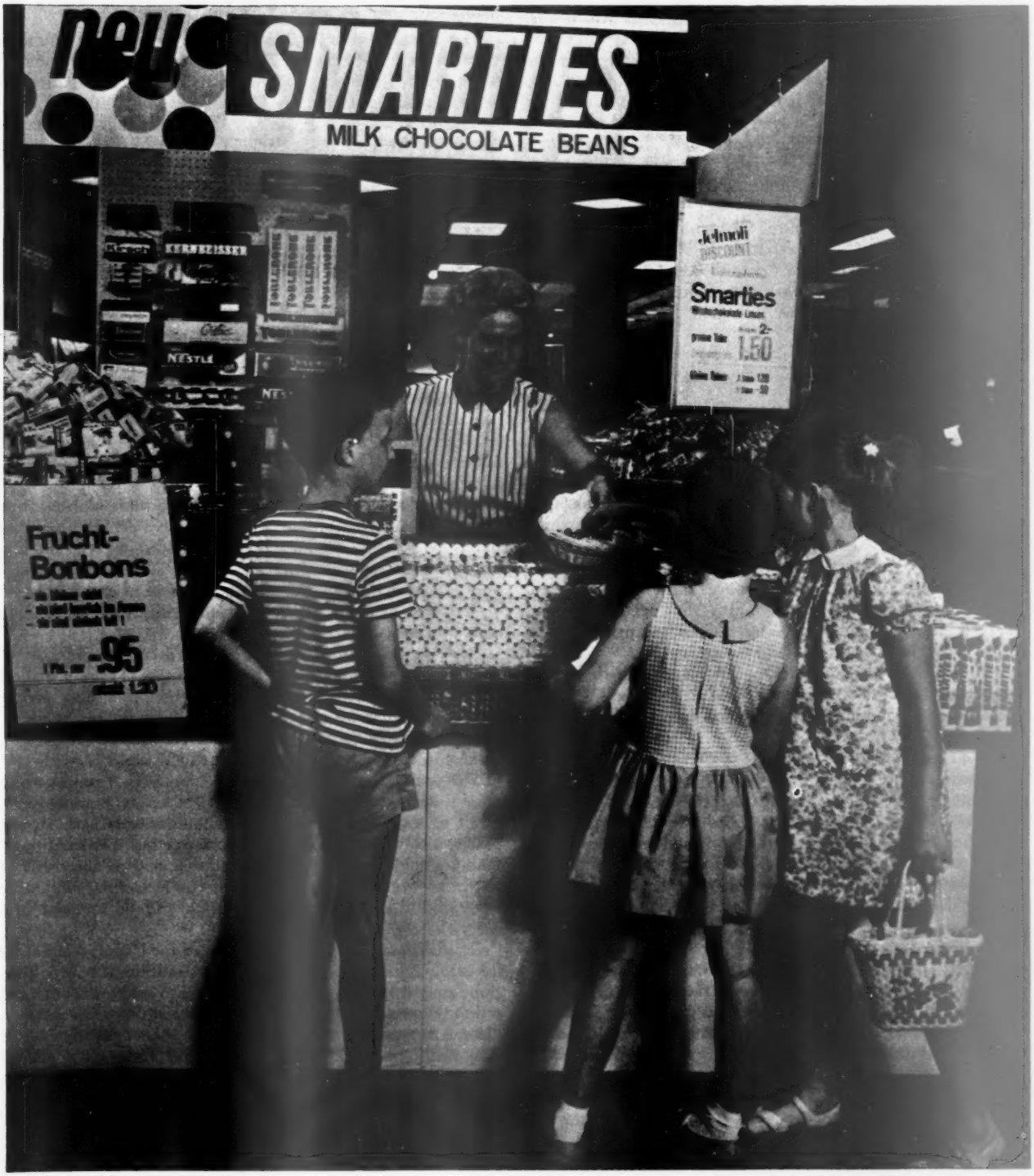
Essential ingredient

Having an admirable product to sell is no longer enough in a fiercely competitive world. The recipe for exporting success invariably contains a large measure of hard slog, painstaking attention to detail, perseverance, not a little imagination, some luck perhaps plus a number of other factors, in varying doses. One essential ingredient however, without which everything else can prove fruitless, is thorough research. A few of the firms that have used the Export Marketing Research Scheme explain why.

Rowntree Mackintosh Ltd. has used the Export Marketing Research Scheme on a number of occasions for research projects in most of Western Europe and Japan. The example quoted at the beginning of this article relates to a research project conducted in Italy before launching a new confectionery product. Although the product has been sold in Britain for some time and is also on the market in France, Germany and Holland, research was felt to be necessary in order to check on the acceptability of the product in its present form and to determine the identity it should be given, plus other factors like price, size, type and design of the packaging, the age group to be aimed at and so on.

The market research manager of the company's European Division, Mr. D. F. O'Donoghue, believes that the finance offered by the EMR Scheme encouraged the marketing side to use a particular type of research which has proved its worth in Britain but is not used a great deal on the Continent. 'We felt that at this stage of the product's existence it would be most valuable to use group discussions rather than a large-

Below: Smarties in Europe. Rowntree Mackintosh made use of the Export Marketing Research Scheme to discover which of their chocolate confectionery lines would have most counter appeal in Continental countries.



Research before you leap

scale general survey of the market. In the event these proved important in pinpointing the product's position in the market.'

A UK-based research agency with an Italian associate company was chosen to conduct the research, which cost around £1,200, of which a third was recoverable under the scheme. The various group discussions successfully met the objectives of the research. Pointers were obtained on reactions to various permutations of price, size, colour and packaging, and an indication as to the kind of promotion needed. The strengths and weaknesses of the product were also brought out. In short an encouraging exercise. The product is being developed in line with the findings with a view to a 1975 launch.

On another occasion Rowntree Mackintosh used the scheme for a much broader-based research to discover which of a number of established company count lines – such as Kit-Kat, Aero and Smarties – would have most consumer acceptance in each of five countries – Norway, Sweden, Denmark, Switzerland and Austria.

In this case the practice of obtaining three proposals and quotations from different sources proved useful for looking at different approaches to a problem. The method chosen cost £10,000 and consisted mainly of interviews with consumers divided into three age groups – children, teenagers and adults. The products were tasted, each time in a different order, and their different aspects were rated. For each country therefore a list of scores emerged for each of the three categories.

'This was fairly basic research,' comments Mr. O'Donoghue, 'but for such an extensive operation it would have cost a fortune to go into much greater depth. As a preliminary sorting operation this is a useful exercise. Particularly when a company has a range of brands and is undecided which and where to launch next. Reasonable decisions can be reached on priorities for the future, and where necessary more detailed research can follow.' Such research reduces the risk of launching unacceptable products. It also offers guidance on pricing, distribution and promotion policies.

Vindicated

Rowntree Mackintosh has also experienced the value of research in the negative sense. The French market was researched to see whether it was worth launching Aero. The results were discouraging. They were, however, vindicated when subsequently a foreign competitor launched a similar product in France, which, by all accounts, has not met with any success.

The first time Formica International used the Export Marketing Research Scheme was also the first time it researched the overseas potential for its decorative wallboards and partitions. The market chosen was France, because the company felt that the French were not afraid to spend money on equipping their offices. This was significant because the company's products are at the top end of the market – extremely fire resistant, long lasting and requiring little maintenance, but not cheap. The general trend towards more stringent building regulations also boded well.

Formica's marketing controller, Mr. S. J. S. Clarke was well pleased with both the way the scheme worked and with the survey which resulted. 'I was particularly impressed by the absence of red tape, the simplicity of the scheme's operation, the amount of help given and also its speed.'

The research cost £3,000, of which a third was refunded through the EMR Scheme. The report confirmed the potential of the French market and provided valuable information on ways of tackling it.

Since commissioning this study Formica has undertaken research in West Germany and France for its ceiling tiles and suspension systems. Again this is being done under the EMR Scheme. But this time the company was approached by an agency that had already been commissioned to conduct reseach under the scheme by a manufacturer of similar products. The two companies got together and agreed on a joint project which is eligible for financial assistance of up to half the research costs.

The result was a very comprehensive report covering about 80 per cent of the market. This was possible because of the relatively small number of operators and contractors in this field. The findings pinpointed not only the potential for Formica's ceiling products but also the difficulties to be overcome and the changes that had to be made before breaking into each market. They clearly highlighted the risks involved in blindly trying to sell overseas before having done some careful research.

Formica is now preparing to break into these markets, but before doing so the products have gone back to the drawing board for the necessary modifications. As well as making improvements to a product which was launched in the UK only a year or so ago, Formica has also been encouraged to look at ways of expanding production facilities and so bringing costs down further.

'We consider ourselves an outward-looking company,' says Mr. Clarke, 'and we are keen to take initiatives. I believe the Export Marketing Research Scheme encourages people to take initiatives overseas and to look closely at new markets. And particularly in these hard times the finance offered can make a difference. It can provide the final shove to go ahead.'

The marketing director of a company manufacturing animal feeds was enthusiastic about the results obtained as a result of thoroughly investigating potential markets. In the past two to three years overseas turnover has increased more than ten-fold, and he attributes this largely to the fruits of research. 'Provided you know what you're looking for, surely you can find the opportunities. We have found opportunities everywhere.'

Crosfields and Calthrop Ltd. has used the Export Marketing Research Scheme for several projects in different parts of the globe since 1970. The findings have led to different courses of action, showing just how adaptable a company has to be to succeed in exporting. For Cyprus, new products were developed as a result of on-the-spot research and these have proved successful. In the Caribbean, a company was founded in conjunction with the Government and a contract was recently concluded for a factory to be built there and equipped from Britain. A joint venture arrangement is being worked out for Peru. Business has started coming in from Saudi Arabia since a

research visit was made there. And a research trip to Iran has also revealed potential.

The objective of these visits was to obtain first-hand knowledge of such things as the nature of the competition, local marketing techniques, methods of animal husbandry, technical factors which could influence the mix of the product, and other pieces of information which are only gleaned from being on the spot. The trips were also used to obtain a profile of the end user. The cost of these research visits has come to around £6,000 of which about a quarter has been funded by the EMR Scheme. This investment has certainly produced a good return and the company is now thinking of strengthening its research team.

Incentive to 'have a go'

'The Export Marketing Research Scheme provides the incentive for firms to have a go,' believes the marketing director. 'Although we had already been doing considerable desk research, we obtained valuable practical advice through the scheme and we would not have been able to embark on such extensive field researches without it. It reduces the risk of researching the unknown for companies which might otherwise think twice about investing money in this way.'

C. and J. Clark Ltd. read of the Export Marketing Research Scheme in *Trade and Industry* while it was conducting a general survey of the footwear industry in the EEC during 1972. This survey suggested that Europe could offer opportunities for growth in the long term. So, in the following year, the company decided to undertake extensive research into Europe, using both its own research staff and outside consultants. Part of this research qualified for help under the EMR Scheme.

Among the research techniques used were a pilot study in Paris for children's shoes which entailed promoting a retail shop for a period; desk research and discussions with trade contacts; consumer research into local attitudes and factors influencing choice of footwear; a shop-window survey; and discussion groups to find out retailers' attitudes and the acceptability of the company's own methods of trading. The company also conducted further product tests, on a wider scale than the Paris pilot scheme. An arrangement was made for a further shop-window survey carried out by Clark's technical students throughout France.

The quantity of Clark's children's shoes being sold in Europe is still only small. The research clearly pinpointed a number of things which have to be sorted out before major investment can be contemplated. For example, it showed that Clark's would have to design and produce shoes specifically for each market. Its range of fitting shoes was found to be less popular than anticipated and the need to adapt to entirely different distribution systems was also emphasised.

The company is totally convinced of the value of research and has for a long time relied on its own marketing research department. 'In this instance, as in others, research has considerably improved our understanding of prospective markets and has helped clarify the company's thinking on export strategy.'

As part of its preparations for Britain's entry into the European Economic Community, Robinson and Sons Ltd. conducted a general survey of the six EEC markets to identify the opportunities for a range of company products, including female hygene products. One result of this survey was the appointment of a European marketing manager responsible for translating the potential into reality and generating more sales to Europe. Another result was the decision to use the Export Marketing Research Scheme for in-depth research into the Community's tampon market, the area where the survey found greatest potential.

The research looked at such things as the size of each market; market shares; price structures; distribution channels; packaging; physical distribution; what competitors were spending on promotion; how developed the market was and likely trends. Interviews were arranged with people concerned with various aspects of marketing tampons, while interviews with consumers looked at factors which influenced purchases.

Increased sales

The research cost the company about £5,000, after the assistance received from the EMR Scheme and has more than proved its value. Italy was shown to be the least-developed tampon market in the Community, offering the greatest scope for exports. Since the research was conducted some 18 months ago, sales to Italy have increased considerably.

Mr. J. K. McPhie, Robinsons' marketing and sales director, would not consider going into a market seriously without having done some research first. 'The product that overseas markets want is rarely exactly the product you want to sell them. Research can also tell you just what are the best ways of entering the market.'

As far as resources will permit, more overseas research will be undertaken and more export markets tackled. The Middle East is one obvious candidate for study. 'We have found that exporting has become increasingly profitable lately, and in future we expect exports to form a bigger proportion of our turnover than the present 12-13 per cent.'

It is now more vital than ever that Britain devotes more of its resources, energy and enthusiasm to winning exports. And few people would deny that many British firms still accord far less status to exporting and to exporters than do our main competitors, notably West Germany and Japan. We can no longer afford to ignore the need for aggressive overseas marketing, or any of the techniques available.

Marketing research is one vital weapon in the export battle few firms can afford to ignore. Compared with the returns it can bring, the cost of research is small. Compared with the expense of making mistakes or the loss of potential sales to other competitors the cost becomes laughable. And whatever it does cost can be reduced by the Export Marketing Research Scheme.

Further details of the Export Marketing Research Scheme may be obtained from the Export Marketing Research Adviser, British Overseas Trade Board, Export House, 50 Ludgate Hill, London EC4M 7HU.

BOTB News

Sir Derek Ezra on the trade balance

Sir Derek Ezra (chairman of the National Coal Board, a member of the British Overseas Trade Board, and chairman of its European Trade Committee) addressed the Annual General Meeting of the nine Overseas Sections of the Birmingham Chamber of Industry and Commerce in Birmingham on 21 February.

Sir Derek was introduced by Alex Laker, Vice-President of the Chamber and Chairman of its Overseas Trade Policy Committee, and his subject was 'Improving the Trade Balance: Urgent Steps to be Taken'.

He pointed out that in the first nine months of 1974 the crude balance for the countries for which his Committee was responsible was £2,058 million, and that about half this deficit was in fields in which the United Kingdom had in the past been traditionally strong, that is manufactured goods.

Sir Derek then went on to describe two urgent courses of action that needed to be taken to correct this situation:

i the reduction of the imported oil bill, and

ii the increase of exports and reduction of imports of manufactured goods.

On the first point Sir Derek noted that in the medium term the United Kingdom alone of the major industrialised nations was fortunate in having the capability of achieving energy self-sufficiency. This would involve massive investment in the indigenous energy supplies – coal, nuclear power and North Sea gas and oil. But this had to go hand in hand with energy conservation – 10 per cent off our oil import bill would save £360 million on balance of payments. Much could still be done to make better use of energy in the factory and the home.

On the second point his European Trade Committee was giving serious consideration to what could be done, and members of his Committee had in the past year been visiting our leading exporters to the main markets of Western Europe (Federal Republic of Germany, France and the Netherlands) to discuss their problems with them.

Certain conclusions which had come out of these consultations were worth reiterating:

i the pricing policy must take account of the floating of sterling,

ii particular markets had special design requirements which needed studying,

iii the ever-present questions of quality control, delivery times and follow-up, spares and maintenance.

During the current year these contacts with industry would be stepped up. There had just been a successful meeting with leading figures in the fibres, fabric, clothing and footwear sectors as a result of which Sir Derek hoped that these industries would set specific targets in markets where their performance had been less than they could reasonably have expected. The European Trade Committee would moreover soon be turning its attention to other sectors of manufacturing industry.

There was a considerable body of advice and assistance available to exporters, and he knew that the Birmingham Chamber was itself in the forefront of those who promoted our overseas trade in a practical and imaginative way.

Potential market for British electronic components in Japan . . .

British manufacturers could sell up to £20 million of electronic components in Japan in 1977 (against £850,000 in 1974) states the *Japanese Market for British Electronic Components*, a report to be published on 20 March by the British Overseas Trade Board. Japan with a total market of £1,500 million in 1974 is the second largest single market for electronic components in the world, and the report advises British firms on ways to exploit these opportunities to the full.

To coincide with publication of the report, a one-day conference organised jointly by the British Overseas Trade Board and the Radio and Electronic Component Manufacturers Federation will be held at the Piccadilly Hotel on 20 March. The conference will discuss the findings of the report and speakers will include Peter Wakefield, BOTB Special Advisor on the Japanese Market, Roger Woolnough, Editor of *Electronics Weekly*, and Mr. A. Coleman, Peter Ward Associates – who produced the report.

The cost of attending the conference, including lunch and a copy of the report, is £20. Firms interested should contact the Radio and Electronic Component Manufacturers Federation, Liberty House, Regent Street, London W1 (tel. 01-437 4127) as soon as possible.

The *Japanese Market for British Electronic Components* was prepared for the British Overseas Trade Board by Peter Ward Associates (Interplan) in Tokyo. It will be available from 21 March to British manufacturers, price £20 post free, from the Central Library, Department of Trade, 1 Victoria Street, London SW1H 0ET.

. . . and for British marine equipment

Japanese shipyards are increasingly willing to use foreign equipment in ships which they build for foreign owners. Since over three-quarters of the tonnage on order from Japanese yards is for foreign owners the market for British marine equipment is 'potentially huge'. This is the main conclusion in a report *The Marine Equipment Industry in Japan* published on 18 February by the British Overseas Trade Board.

The report lists 17 types of equipment which are believed to have particularly good prospects. These are: stabilisers, inert gas systems, tank cleaning systems, marine growth preventive systems, marine lubricants and chemicals, specialised valves and pumps, specialised compressors, automatic ship control equipment, radio equipment for navigation purposes, radar, Loran receivers, direction finders, gyrocompass systems, echo sounders, steering gears, automatic log equipment and combustion control equipment.

On marketing in Japan, the report stresses that, apart from price and availability, other factors are important. These include:

Market research – the necessity to identify local preferences and the links between yards and suppliers.

After sales service – the Report states that after sales service is very important in Japan and that local suppliers pay great attention to this.

Delivery – 'Prompt delivery is crucial. Unreliable delivery dates is one of the chief factors inhibiting the sales of imported equipment,' states the Report.

Other information covers the structure of

Members of an inward mission of buyers from France studying some of the footwear displayed by 36 British firms at Quaglino's in London earlier this month. The mission was sponsored by the British Overseas Trade Board and the British Footwear Manufacturers Federation.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

the Japanese marine construction industry, financing methods, demand for merchant ships, competition, future projects and facilities, purchasing methods and procedures, details of key purchasing and engineering personnel, and a list of products/systems with potential for increased sales.

The Marine Equipment Industry in Japan was prepared for the British Overseas Trade Board by the Commercial Department of the British Embassy at Tokyo. It is available to British manufacturers, price £20 post free, from the Central Library, Department of Trade, 1 Victoria Street, London SW1H 0ET.

New chairman of Hong Kong Trade Advisory Group

The British Overseas Trade Board has appointed Mr. H. J. C. Browne, a director of John Swire and Sons Ltd., to succeed the late Mr. Jeffrey Hamm as chairman of the Hong Kong Trade Advisory Group. Mr. Browne spent many years in Hong Kong before returning to London and has an extensive knowledge of the territory. During his time in Hong Kong he was chairman of the Tourist Board and a member of the Trade Development Board.

BOTB moves to increase exports

Addressing the Ipswich Chamber of Commerce on Monday, J. S. Rooke, chief executive, British Overseas Trade Board, said we could not hope to go on increasing the value of our exports by putting up prices. We should soon price ourselves out of world markets. The fundamental challenge was to push up the volume of our production and sell more goods overseas. Although there was a world-wide demand for most kinds of British goods, there was insufficient productive capacity at home to meet it.

Mr. Rooke explained how the Board, in close association with Government Departments and representatives of industry, sought to act as a bridge in the resolution of problems and the working out of strategic plans.

It had been concerned with trade promotion activities leading to the generation of exports; education and training for overseas trade; pricing policies; the export trade significance of procurement by the nationalised industries; insurance to guarantee exporters against excessive cost escalation; and the co-ordination of big overseas construction projects.

Moreover, the Board believed it had identified those sectors of British industry whose products were in greatest demand in our major markets. Planning Agreements could play a part in the generation of exports in those sectors, said Mr. Rooke.

The signing of a major £4 million export contract for the supply of Marconi colour studio equipment for Egyptian Broadcasting, Cairo Studios. Left to right: Fathy Bayoumi, general director, Studio Projects; Farouk Ibrahim, general director, Broadcast Engineering; Garhi-El-Kashlan, president, Broadcast Engineering; P. A. T. Turrall, studio sales manager, Marconi Communication Systems Ltd.; and G. C. Nutt, area representative, Marconi Middle East.

Exhibitions and Fairs

Buyers toy with orders at Nuremberg event

From W. R. Jupe, British Vice-Consul, Munich: The British toy industry fielded a team of 101 manufacturers at this year's International Toy Fair, Nuremberg, 1-7 February. This was the second largest foreign contingent and only Italy, with 107 firms, was more strongly represented. In all there were 591 foreign exhibitors from 38 countries.

Despite the fair authorities claim that as many buyers attended this year as last, the unanimous opinion among the British and other exhibitors was that traffic through the halls was very much lighter. In most cases orders were also down and it was generally felt that this was because of overstocking resulting from panic buying last year. In contrast, this year buyers were being much more cautious and prudent in their ordering.

Although orders were generally down, a number of exhibitors made the point that it was difficult if not impossible to judge just what business the fair would bring them until some of the more cautious customers committed themselves later in the year. A number of British firms found that their regular customers were ordering smaller quantities than in previous years, explaining that they wished to wait to see how things developed. Among the buyers there were even those optimists who said they were waiting for a drop in prices.

Despite prevailing economic uncertainty, however, there were firms not merely pleased but delighted with their showing at this year's Nuremberg. One example was the sales team which displayed its Video Master 2000, an equipment which enables electronic versions of football, tennis and squash to be played in either black or white or colour on a normal domestic television set. At the time of the fair, Video Master 2000 had only been in production some six months and the sales team had joined the joint venture between the British Toy Manufacturers Association and the British Overseas Trade Board at the last minute. This proved to be a better late than never decision and the sales team estimated that firm orders of some £92,000 were taken at the fair and a further £230,000 in further orders were expected. Sample orders were made by such important firms as Kaufhof, Hertie and Bertelsmann.

Very satisfying if perhaps less spectacular results were achieved by Invicta Plastics which estimated that its orders were up 100 per cent on the previous year. Cassidy Brothers gained its first foothold into the German market with the newly-developed typewriter for very young children. Artmaster of Chelsea found that at last there were indications of growing German interest in its painting-by-numbers kits and had a very much better fair than in previous years. Turner Research felt that, although some of its established export market customers were ordering cautiously until the economic situation develops, the many new accounts which were opened more than made up for this.

Although most exhibitors found the 1975 Nuremberg Toy Fair to be much quieter than in recent years, there is no doubt that it remains the world's best and most important shop window for toy exporters. It is probably true to say that any British toy manufacturer wishing to enter the export market must exhibit at Nuremberg.

The next Nuremberg Toy Fair takes place 7-13 February 1976 and details can be obtained from the British Toy Manufacturers Association, Regent House, 89 Kingsway, London, the British Overseas Trade Board, Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London, or the organiser, Internationale Spielwarenmesse GmbH, 85 Nuremberg, Messezentrum.

Associated British Hat Manufacturers Ltd. of Higher Hillgate, Stockport, was one of 37 British firms which participated at the European Menswear Exhibition, Paris, 8-11 February. The firms presented their products in two group displays arranged under joint venture terms by the British Overseas Trade Board in collaboration with the British Menswear Guild and the Clothing Export Council of Great Britain. Also with the support of the BOTB, the National Wool Textile Export Corporation sent representatives to man an information stand and staged a presentation of the latest men's fashions in suits, coats and other garments made of British wool cloth. The exhibition was held concurrently with the Knitting Industries Exhibition and the Children's Fashion Show at which the BOTB backed groups of, respectively, 30 and 13 British companies in collaboration with their relevant trade organisations. Picture taken on the stand of Associated British Hat Manufacturers Ltd. shows (left to right) J. G. Stephenson, marketing director, and J. Wilson, export director, discussing riding hats with French visitor.

R. Arculus, CMG, Minister (Economic), British Embassy, Paris (second from right) and I. C. L. Alexander, OBE, Consul-General, Nice (extreme right) on the Penny Farthing stand at last month's International Record and Music Publishing Market, Cannes.

More volume for music in Cannes

From J. J. Patanchon, British Consulate-General, Marseille: Held at the Palais des Festivals, Cannes, 18-24 January, the 9th International Record and Music Publishing Market (Midem) attracted some 400 exhibitors from 40 countries. Over 5,000 local and foreign participants attended the event.

Midem's ever increasing success is assured by the fact that it is the one and only exhibition of its kind in the world. Representatives of the record and music industry meet in Cannes every year to negotiate record production, distribution and music publishing deals on a worldwide basis.

The United Kingdom was once again the leading foreign participating nation, followed by the USA and Western Germany. France headed the list with over 130 exhibitors. Forty-eight British firms exhibited, sponsored by the British Overseas Trade Board in collaboration with the British Phonographic Industry and the Music Publishers' Association. Other British firms exhibited independently throughout the Palais des Festivals.

It is interesting to note that an ever increasing number of foreign governments are now giving support to their companies at Midem: this year Australia, Canada and the Irish Export Board each sponsored groups of companies and UAAP, the Soviet Agency for Music Copyrights, was present for the first time.

Ever since Midem was founded nine years ago, the great majority of British exhibitors have done excellent business at Cannes. This year was no exception, despite current world economic uncertainty. Indeed, a large number of British exhibitors were more than satisfied with their performance, taking into account that substantial business was done on the stands. Firm export orders and numerous inquiries for British releases and music publishings were received from France, West Germany, Belgium, Scandinavia, USA Brazil, USSR, Poland, Australia, South Africa, Japan, Holland, Portugal, New Zealand, Denmark and other countries.

Existing agents from all over the world came to Cannes for discussions with their principals and new agents were identified. Among British exhibitors which did very well were multinational record producing companies such as Decca, EMI and the Dick James Organisation. On a more modest scale, Feldon Audio Ltd., a company manufacturing complete audio and studio equipment, together with eight-track cassette duplicators, received serious inquiries from Czechoslovakia, Greece and Turkey. Another firm, Noel Gay Music, concluded a music catalogue deal with a South African company which will represent the British firm's interests in South Africa, Rhodesia, Zambia and Kenya.

The International Record and Music Publishing Market is a well established event and its commercial value is second to none. Representatives of the profession are unanimous in considering that Cannes is an excellent platform for UK record producing and music publishing companies to present their respective achievements to the rest of the world.

Among personalities who visited the British stands were R. Arculus, Minister (Economic), British Embassy, Paris, and I. C. L. Alexander, Consul-General, Nice.

Budapest: Pavilion under consideration

Budapest International Autumn Fair, 15-23 October: Provided there is sufficient response from industry, the British Overseas Trade Board will be offering support on 'British Pavilion' terms to companies wishing to participate at this event.

This fair, being held in 1975 for only the second time, will take place at Budapest's Kobanya fairgrounds and will cover the entire spectrum of consumer goods.

Further details are available from: Mrs. Anne Ray, Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 7246. Interested companies should ensure that they contact Mrs. Ray by 10 March.

British in sales drive at Detroit car congress

A total of 18 British firms, supported by the British Overseas Trade Board in association with the Society of Motor Manufacturers and Traders, were exhibiting at the Society of Automotive Engineers Exposition and Congress in Detroit this month.

The congress, 24-28 February, is an important point of contact between British firms and American buyers and last year 28,000 visitors saw the exhibition, an increase of 12 per cent on 1973.

Among new developments to be presented by British firms will be an automatic overdrive system, exhaust emission control technology, a safety wheel, an electronic speed controller for cars, new vehicle air conditioning systems, clutch and brake liners, beadblasting equipment and steering gears for trucks.

BOTB executive launches seminar

J. S. Rooke, chief executive, BOTB, will open a seminar, organised jointly by the British Knitting Export Council and Knitting International, at the Holiday Inn, Leicester, 19 March.

The seminar programme will be of a practical nature geared to the exporting of hosiery and knitted goods. There will be qualified speakers from the UK knitting industry and they will be supported by representatives of Government export organisations, banking, finance and shipping houses.

Further information about the seminar can be obtained from Knitting International, Eastern Boulevard, Leicester LE2 7BN, tel. 0533 548271.

A British exhibitor (right) talks about his company's range of products, at the recent International Lighting Exhibition in the French capital, with Commercial Counsellor G. F. Finlayson (centre) and Second Secretary Commercial T. C. Almond from our Paris embassy.

Favourable wind of change at Dusseldorf boat display

From H. C. von Massenbach, Commercial Section, British Consulate-General, Dusseldorf: A favourable wind of change blew at Dusseldorf's 5th International Boat Show which came to a close on 26 January. Over 80 per cent of the 488 direct exhibitors, 115 of which foreign, representing near 800 producers of water craft, equipment and accessories from 26 countries reported good to very satisfactory business. Misgivings that the general depressed economic climate would adversely affect sales in the 1975 trading season were thus dispelled.

The public's interest was much stimulated at the show by the industry's ability to cater for all ends of the market and, in particular the demands of a growing quality and price conscious public. This nine day show covering 32,500 sq. m. nett, the largest yet held at Dusseldorf, succeeded in attracting a record of near 160,000 water sport enthusiasts from all parts of the Federal Republic and numerous foreign countries.

British industry was well represented, with 15 firms exhibiting under the joint venture scheme sponsored by the Ship and Boat Builders National Federation in co-operation with BOTB. Craft, equipment and accessories of over 20 additional British manufacturers were also on display on agents' and distributors' own stands.

Attracting wide attention was the display of British power and sailing boats which are well favoured in the Federal Republic for their design, sailing characteristics and, not least, good value. Well received were Vanguard Boats Ltd. power boats 'Spectre' and 'Thunderjet', as also the 'Powles 33' of Jack Powles International Marine Ltd. Birchwood Boat Co. Ltd., with its range of motor yachts, also stimulated considerable interest. Ridgeway Marine Ltd., which introduced its larger yacht 'Prospect' and Max Marine Ltd., with its 'Sailfish 18', were also of interest to the public.

Over £200,000 worth of business was booked by the official British exhibitors and possibly half as much again in the way of sales through independent agents and distributors. Judging by the large numbers of inquiries recorded, most exhibitors were optimistic that good follow-up business would materialise.

With water sports increasingly winning wider appeal in the Federal Republic, the annual market growth rate is expected to continue at between 15-20 per cent. The German market, therefore, remains an export market of considerable interest to British producers.

The 6th International Boat Show, Dusseldorf, will take place 24 January-1 February 1976.

Business equipment exhibition in Tokyo

A Business and Reproduction Equipment/Computer Software and Peripherals exhibition was held for the first time at the British Export Marketing Centre in Tokyo this month. The 10 British firms exhibiting were supported by the British Overseas Trade Board in association with the Business Equipment Trade Association.

The companies were presenting a comprehensive range of British equipment, including addressing machines, wooden office equipment and furniture, banknote and paper counters, computer software for the construction and other technically-based industries, duplicating equipment, electronic cash registers and calculators, tele-copiers, microfilm printout machines, disc memories, film cameras and viewers, visual aid machines and a tropical fish tank echo-sounder.

Substantial interest was expected from all sectors of the Japanese economy concerned with these products and up to 10,000 industrialists and businessmen were being invited to the exhibition, 18-22 February.

In 1974, BOTB published two market research reports: 'The Japanese Market for Computer Peripherals' and The Japanese Market for Business and Reproduction Equipment'. Copies of both these reports are available to British manufacturers, price £5 each post free, from the Central Library, 1 Victoria Street, London SW1H 0ET.

Record UK showing at Frankfurt event

A record number of 121 British firms exhibited at this month's Frankfurt Spring Fair. Even more British firms would have been represented if additional space had been available at the fair. All the British exhibitors were supported by British Overseas Trade Board through its joint venture scheme.

The firms were organised in seven groups co-ordinated by the Association of Musical Instrument Industries, the Design Council, the British Stationery and Office Products Federation, the British Artmetal Manufacturers Export Group, the Piano Manufacturers Association, the British Ceramics Manufacturers Federation and the British Jewellery and Giftware Federation.

The Frankfurt Spring Fair, 23-27 February, is the biggest event of its kind in the world and is an international showplace for the display of British goods.

Thomas W. Aston, British Consul-General, Los Angeles, talks with Derek Rickman, managing director, Rickman Bros. (Engineering) Ltd., at January's Motorcycle and Accessory Trade Show in Anaheim.

Missions and Tours

A party of 20 Japanese toy buyers visited Britain, 28-31 January. During their stay, the Japanese followed a programme organised by the British Overseas Trade Board. The mission visited the International Toy Fair at Brighton and met UK toy manufacturers, including those who will be showing at the exhibition of British toys which takes place at the British Export Marketing Centre in Tokyo during March. In the photograph, taken during the mission's visit to Hamleys of Regent Street, are Mr. and Mrs. Tsukuda of the Tsukuda Toy Co. Ltd., talking to an assistant about Womble toys.

Northern Ireland delegation bound for Australia and NZ

A Northern Ireland trade delegation – the fifth since 1969 – is to visit Australia and New Zealand in March. The delegation is organised by the Northern Ireland Department of Commerce and sponsored by the Chamber of Commerce and Industry and some 15 companies, eight of them based in Great Britain, are participating in the four-week mission.

Sectors of Northern Ireland industry represented on the mission are aerial photography and civil engineering, light engineering (bilge, galley and water pumps for yachts and caravans), knitwear, household linens and linen, industrial sewing threads.

Official support for the delegation is being provided by the British Overseas Trade Board and the Commercial Departments of the British High Commission and Consulates in the four cities being visited.

While in Australia the mission will be led by W. A. Parkes, managing director of BKS Surveys Ltd., during the New Zealand promotion, J. Hoyle, export sales director of Barbour Threads, will be the leader.

The mission will be centred in four cities: Auckland (3-5 March); Wellington (6-7 March); Sydney (10-14 March); Melbourne (17-27 March). Members of the delegation will be free to make side trips to other cities in Australasia if they wish.

A separate trade mission sponsored by the Irish Linen Guild is visiting the same countries at approximately the same time.

Finn visitors see industrial plants

Six representatives of heavy industrial undertakings in Finland, on a visit to Britain to inspect combustion equipment, were guests earlier this month at the Poole, Dorset, headquarters of the Combustion Division of Hamworthy Engineering Ltd.

The visitors were all members of the Oil and Gas Burning Committee of the Power Engineering Society of Finland, of which over 50 companies are members.

The committee was set up to investigate and evaluate oil and gas combustion equipment for use in power generation plants and in the chemical, paper and pulp and similar industries. Hamworthy already supplies considerable quantities of combustion equipment to Finland and 12 of its gas/oil burners are used for firing the boilers of Kotka Power Station, commissioned two years ago.

The visitors held extensive discussions with Hamworthy executives, led by R. F. K. Taylor, general manager of the Combustion Division, deputising for divisional managing director A. Berrett, and toured its factory areas. They were able to see examples of the Division's range of products in completed form and under production.

Later, Hamworthy reports, by arrangement with the Central Electricity Generating Board, they were taken on a guided tour of Fawley power station, on the edge of Southampton Water.

The six members of the visiting party were Yrjoe Portaankorva (of the Veitsiluoto company in Veitsiluoto), Paavo Hyoety (Ekono, Helsinki), Kari Salminen (Tampella, Inkeroinen), Olavi Leppae (Saeteri, Valkeakoski), Aaro Kirjavainen (Outokumpu, Helsinki) and Risto Hirn (Rosenlew, Pori).

Houston and New Orleans on Leicester's schedule

Leicester and County Chamber of Commerce plans to send a mission to Houston and New Orleans following a reconnaissance trip by its chief executive, H. Leslie Milliard. Mr. Milliard returned to Leicester earlier this month after a fortnight's visit. His brief was to study the requirements of the American oil industry and apply this knowledge, where appropriate, to the needs of the oil industry in Britain.

Mr. Milliard said on return that some Leicester firms were already supplying complex equipment for the oil rigs both here and in the States but there were many other opportunities for business.

'To take a simple example, the men on the rigs have to wear sweaters and boots but it goes much further than that,' he pointed out. 'Whole new townships are growing up and creating a demand for every conceivable sort of product. Leicester, with its wide spread of industrial activity, is ideally suited to supply many of these needs at home and in the United States.'

Mr. Milliard added: 'I am convinced that the discovery of North Sea oil is going to make an even bigger impact on this nation than the industrial revolution.'

Trade Information

Trade with the Soviet Union: Prime Minister points the way

One of the main objectives of the Prime Minister's visit to Moscow earlier this month was to provide a firm basis for an expansion of trade with the Soviet Union. This is reflected in the Joint Statement signed at the conclusion of the visit by himself and by General Secretary Brezhnev which records the agreement of the two sides: To aim at achieving a substantial increase in the level of trade and a better balance and structure of trade over the next five years.

CONCRETE PROGRAMMES

It has been the Government's objective to provide a favourable framework for an expansion of Anglo-Soviet trade. Last May a new Ten-Year Co-operation Agreement with the Soviet Union was concluded (see *Trade and Industry* of 16 May 1974). At that time Peter Shore, Secretary of State for Trade, said that it was important, if the opportunities created by the Agreement were to be fulfilled, that both sides should quickly work out a concrete and well-defined programme for co-operation. It was subsequently agreed at the meeting of the Anglo-Soviet Joint Commission later that month that two programmes should be drawn up: one for economic and industrial co-operation, the other for scientific and technological co-operation.

These two programmes were signed in Moscow on 17 February 1975 by the Prime Minister and Mr. Kosygin, Chairman of the Council of Ministers of the USSR.

The programmes, the texts of which are reproduced below, identify sectors where there is evidence of genuine interest on both sides for economic, industrial, scientific and technological co-operation. In some cases commercial negotiations are already taking place.

These programmes provide a framework for future business activity. The specific items included in them do not represent commitments. They are signposts pointing the way to the specific areas where opportunities for fruitful co-operation have been identified by the two sides. It is now up to individual companies in the United Kingdom to make the most of these opportunities and so to promote a substantial increase in British exports to the Soviet Union.

CREDIT

In addition, a new credit agreement has been concluded with the Soviet Union on terms designed to sustain a substantially enhanced level of business. The new agreement provides that ECGD is ready to support the financing of up to £950 million of capital goods exports over a period of five years, at rates of interest which are comparable to those being offered to the Soviet Union by other Western countries. So far as credit terms are concerned, therefore, British exporters will be competing on no less favourable terms than their Western competitors in this market.

Scientific and technological programme

PROGRAMME FOR SCIENTIFIC AND TECHNOLOGICAL CO-OPERATION BETWEEN THE UNION OF SOVIET SOCIALIST REPUBLICS AND THE UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND FOR A TEN-YEAR PERIOD

The Government of the Union of Soviet Socialist Republics and the Government of the United Kingdom of Great Britain and Northern Ireland, hereinafter called the Sides, having concluded an Agreement on the Development of Economic, Scientific, Technological and Industrial Co-operation on 6 May 1974 in London, have agreed to encourage the further development of Soviet-British co-operation in the above-mentioned spheres on a mutually advantageous basis under the terms of the Agreement.

For the purpose of the practical implementation of the Agreement, the Sides will encourage joint efforts aimed at solving important scientific and technological problems on the basis of this Programme.

In the field of fundamental and applied sciences

High temperature plasma physics.

The use of synchrotron radiation for research in the field of solid state physics, biological physics and biology. Design of a synchrotron radiation machine.

Research on heat- and mass-transfer in two phase systems.

Development of optical methods for determining the speed of movement in multi-phase systems.

Astronomy.
Crystal structure.
Applied microbiology.
Friction, wear and lubrication.

In the field of technology

Ferrous and non-ferrous metallurgy

Advanced methods for producing high quality steel, alloys and composite materials; the production of metal products with specific properties on continuous rolling mills.

New technological processes for the extraction and recovery of non-ferrous metals.

The protection of metals against corrosion and, in particular, the development of methods for protection of underground, marine and hydrotechnical installations; and the creation of corrosion-resistant alloys for industry.

Coal industry

Heading machines for use in average and severe gradients; and the improvement of methods for combating coal dust.

Power industry

Mass production of power stations using pre-fabrication methods; operation of atomic power stations.

Heavy-power and transport engineering

Turbine construction, particularly the vibration safety of turbines designed to operate with high-pressure steam; improvement of the erosion resistance of turbine blades.

Diesel engineering: Improvement of the working life and efficiency of diesel engines; reduction of diesel engine exhaust smoke.

Aviation industry

Automatic control systems for gas turbine engines, components and units for them.

Automobile industry

New materials and technological processes; use of metalised plastics in the production of cabs and spare parts; manufacture of automobile parts by powder metallurgy; reduction of engine noise and toxicity of exhaust gases; improvement of safety in the use of automobiles.

Machine tool and tool industry

Advanced types of metal-working equipment and, in particular, the use of spark machining and electrochemical processing and high output forging and pressing machines;

heat resistant abrasive materials and cutting tools;

moulding sands based on synthetic products and automatic equipment for the preparation of such sands;

hydrostatic extrusion and hydrostatic pressing of metals.

Electronics industry

Production of electronic components; domestic electrical equipment; technological devices using lasers.

Electrotechnical industry

The technology of manufacturing stator winding for generators; high voltage transformers; heavy duty electric traction equipment and thyristor control systems for rolling stock; flameproof equipment for use in mines subject to sudden gas emissions and coal and rock bursts.

Chemicals and petrochemicals industries

New technological processes for the production of synthetic rubber; waste-free methods for producing high quality barium compounds; production of fast organic dyes; production of diazo light-sensitive products; automatic control systems, devices and instruments for the control and monitoring of technological processes;

flow lines for vulcanising tyres and assembling radial tyres for goods vehicles;

new types of additives for gasoline and jet fuels;

testing of samples of fuels for supersonic transport aircraft.

Light industry

Technological processes for working and finishing wool, cotton, flax and chemical fibres; new types of technical fabrics made from man-made fibres; synthetic leathers for various purposes.

Medical industry

Medical articles made for polymers; high quality drugs and antibiotics; radiation and ultrasonic medical equipment.

Food industry

Protein synthesis. Modern brewing equipment and instrumentation; continuous beer production; automation of production processes in the sugar industry; production of preserved, canned and frozen foods, including infant foods.

Agriculture

Mechanisation and automation of agricultural development; production line systems on animal husbandry, farms; development of livestock breeds with high dairy and meat output; land improvement including irrigation.

Standards, standardisation and metrology

Automation of industrial and technological processes

Computer software including that for process design; peripheral equipment; memory systems; mini-computer application systems; process-control automation systems.

The development and utilisation of energy sources, including non-conventional and new energy sources; energy saving studies.

Moreover, the Sides will promote the activities of the Joint Working Groups which were set up within the framework of the Agreement for Co-operation in the Fields of Applied Science and Technology between the Government of the Union of Soviet Socialist Republics and the Government of the United Kingdom of Great Britain and Northern Ireland, as well as those organisations and firms which are co-operating under the terms of already existing agreements on scientific and technological co-operation, and the Joint Committee for Environmental Protection.

The Sides consider that possibilities exist for further scientific and technological co-operation and in this connection they will encourage, promote and expedite co-operation in the following ways:

by the exchange of scientific and technical information, documentation and technical films;

by the organisation of lectures, bilateral symposia, conferences and specialised exhibitions;

by the exchange of specialists and trainees; by joint research including the development of new technological processes and designs and methods of putting them into production;

by the conclusion of mutually beneficial agreements between organisations in both countries and assisting non-governmental organisations, while respecting intellectual and industrial property rights;

by maintaining constant contacts and regular exchange of information between institutes and universities, on their research work in fields of common interest;

by transmission of samples and materials used for scientific and technological research;

by the sale of licences and exchange of technological know-how.

The Sides consider that the programme of scientific and technological co-operation should lead to increased economic and industrial co-operation in conformity with the Economic and Industrial Programme. Similarly, the closer commercial contacts envisaged under the Economic and Industrial Programme should provide further opportunities for scientific and technological co-operation.

This programme is of a recommendatory nature and is subject to modification and adjustment as and when necessary in accordance with decisions of the Permanent Soviet Union-United Kingdom Inter-Governmental Commission for Co-operation in the Fields of Applied Science, Technology, Trade and Economic Relations.

Economic and industrial programme

LONG-TERM PROGRAMME FOR THE DEVELOPMENT OF ECONOMIC AND INDUSTRIAL CO-OPERATION BETWEEN THE UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND AND THE UNION OF SOVIET SOCIALIST REPUBLICS

The following Programme for the development of mutual economic and industrial co-operation has been drawn up in fulfilment of the Agreement between the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the Union of Soviet Socialist Republics on the Development of Economic, Scientific, Technological and Industrial Co-operation signed in London on 6 May 1974, and is subject to the provisions of the Agreement.

This Programme will facilitate the practical implementation of the principles and objectives of the above-mentioned Agreement. It is directed in particular towards the better utilisation of the resources of raw materials, energy, technology equipment and consumer goods of the two Parties in the long term and on the basis of mutual benefit.

Taking account of mutual requirements and possibilities, the two Parties will encourage their respective organisations, enterprises and firms to implement concrete projects of co-operation in the economic and industrial fields on competitive terms and in accordance with Article 6 of the above-mentioned Agreement.

The participation of organisations, enterprises and firms of both Parties in joint projects may comprise the provision of patents, licences, know-how, technical information and new technology; deliveries of machinery and equipment and the provision of specialists, and of the means of financing, and be connected with deliveries of goods resulting from such co-operation where there is mutual interest to this effect.

Both Parties consider it important that appropriate information on co-operation under this Programme should be exchanged to enable the competent organisations, enterprises and firms of the two Parties to proceed with initial studies and to arrive at decisions.

This Programme should serve as a guide for the organisations, enterprises and firms of both Parties in the practical implementation of co-operation. Such co-operation will be implemented in accordance with the laws and regulations in force in each country.

I Co-operation in the construction, expansion and modernisation of industrial enterprises in the United Kingdom and in the Soviet Union.

The Parties consider the participation of organisations, enterprises, firms and banks of one Party in the construction, expansion and modernisation of industrial enterprises in the other to be an important form of economic and industrial co-operation, the aim of which is to make the best use of the economic and industrial potential of both countries.

Such co-operation will in general and by mutual agreement be implemented on the basis of appropriate credit facilities.

A list of projects in which there is the possibility of participation by Soviet organisations in the construction, expansion and modernisation of industrial enterprises in the United Kingdom and of participation by British firms and banks in the construction, expansion and modernisation of industrial enterprises in the Soviet Union is given at Annex 1.

II Co-operation in the construction of enterprises in the Soviet Union, full or partial payment for equipment and licences being made by deliveries of the products of those enterprises.

The two Parties confirm that considerable scope exisits for participation by British firms in the construction in the Soviet Union, on the basis of long term bank credits, of industrial enterprises, including those for the extraction and processing of raw materials, the products of which would be of interest to the Soviet Union and the United Kingdom. Payment for the cost of the purchased equipment, technical documentation, licences, know-how, materials and for credit expenses will be in full or in part by deliveries of the products of the enterprises thus established. These deliveries may continue after completion of repayment of the credits with the mutual agreement of the competent organisations, enterprises and firms of both Parties.

In view of the importance of medium and long term bank credits for carrying out co-operation projects the United Kingdom will, in appropriate cases, make every effort to provide such credits on the most favourable terms possible.

A list of possible co-operation projects in this field is given at Annex II.

III Development of industrial co-operation, including joint production, between British and Soviet organisations and enterprises.

Development of industrial co-operation and joint production of products to satisfy the requirements of the United Kingdom and the Soviet Union may play an important role in deepening Anglo-Soviet economic and industrial co-operation.

Such co-operation might by agreement of the two Parties take the form either of joint production of finished products or, alternatively, of the supply of components for assembly of the products in each country.

The Parties note that the Anglo-Soviet joint working groups may play an important role in working out projects for co-operation, notably those on the basis of industrial co-operation or joint production.

A list of possible co-operation projects in this field is given at Annex III.

IV Prospects for the expansion of the mutual exchange of goods and services.

The Parties consider that this Programme creates favourable conditions for the development of the mutual exchange of goods and services since this co-operation will lead to an improvement in the structure of trade (for example, by means of the introduction of new goods and services) and also to the

conclusion of long term contracts on commercially competitive terms. These developments should lead to an improved balance of mutual exchanges of goods and services. The two Parties have identified certain areas where they consider good possibilities exist for further development. These are listed at Annex IV.

This Programme is of a recommendatory nature. During its implementation it will be given greater precision and by the agreement of the two Parties will be added to on the basis of new requirements, and in particular taking account of the Programme for Scientific and Technological Co-operation between the United Kingdom of Great Britain and Northern Ireland and the Union of Soviet Socialist Republics for a Ten Year Period of 17 February 1975.

ANNEX I. LIST

OF POSSIBLE CO-OPERATION PROJECTS IN THE CONSTRUCTION, EXPANSION AND MODERNISATION OF INDUSTRIAL ENTERPRISES IN THE UNITED KINGDOM AND THE SOVIET UNION.

A. In the United Kingdom

1 Participation in the realisation of the programme of the National Coal Board for the modernisation and expansion of coal output (supply of equipment, know-how, materials, joint design of new kinds of equipment for the coal industry, etc.).

2 Participation in the programme for expanding the iron and steel production capacities of the British Steel Corporation (supply of equipment, know-how, various materials and raw materials for the iron and steel industry).

3 Participation in the realisation of the road-building programme (supply of road-building equipment, materials for road-building).

4 Supply of equipment for projects of the oil refining and petrochemical industries.

B. In the Soviet Union

1 Supply of equipment for enterprises in the chemical, oil refining and petrochemical industries, in particular for the production of:

—automobile tyres;
—higher fat alcohol for the production of polymethacrylate additives;
—succinimide additives;
—para- and ortho-xylene, including the preparation of raw materials, the recovery of xylenes, isomerisation;
—normal paraffins;
—methanol;
—polypropylene;
—protein from methanol;
—synthetic fibres and feedstocks for their production;
—artificial leathers made of rubber and various textile bases;
—peromeric synthetic leather from polyurethane;
—gasket, collar and other extrusion laminated materials;
—profiled sole and heel blanks of raw rubber stock with precise weight measuring.

2 Ethylene pipelines.

3 Supply of forging, and pressing and metal working equipment, including automatic lines of metal cutting machines.

4 Supply of equipment and ships for offshore drilling.

5 Supply of equipment and technical documentation for the aviation industry, including:

—for the production of aircraft engines and automatic control systems with airborne digital control machines; fuel feeding units and others.

6 Supply of airport equipment.

7 Supply of equipment for the printing industry, including copying machines.

8 Modernisation and reconstruction of light industry enterprises, in particular:

—worsted cloth enterprises;
—spinning enterprises for making high count cotton yarn;
—heald and reed, flax spinning, hemp and jute and rope enterprises;
—the delivery of textile equipment, and also of means of production of industrial equipment and mechanical articles for textile equipment;
—the supply of equipment for the production of tufted carpets;
—the supply of equipment for the production of shoes by the casting and glueing methods.

ANNEX II. LIST

OF POSSIBLE CO-OPERATION PROJECTS IN THE CONSTRUCTION OF ENTERPRISES IN THE SOVIET UNION, FULL OR PARTIAL PAYMENT FOR EQUIPMENT AND LICENCES BEING MADE BY DELIVERIES OF THE PRODUCTS OF THOSE ENTERPRISES.

1 Participation in the construction of enterprises in the timber, pulp and paper and woodworking industries.

2 Participation in the development of the Udokan copper deposits.

3 Equipment and materials for the development of oil deposits.

4 Supply of flash smelting equipment for the production of ore concentrates.

5 Supply of equipment and technical documentation for low pressure polyethylene plants.

6 Supply of technical documentation and complete equipment for polyester fibre and thread plants.

7 Supply of equipment for knitted outerwear factories.

8 Supply of technology and equipment for the production of toys.

9 Supply of technology and equipment for light industry enterprises.

10 Supply of equipment and technical documentation for the production of copying machines.

ANNEX III. LIST

OF POSSIBLE PROJECTS FOR THE DEVELOPMENT OF INDUSTRIAL CO-OPERATION, INCLUDING JOINT PRODUCTION, BETWEEN BRITISH AND SOVIET ORGANISATIONS AND ENTERPRISES.

1 Production of plastics moulding machines by mutual completion with mechanical units manufactured by Soviet enterprises and electronic control manufactured by British firms.

2 Equipping of paper making and cardboard making equipment produced in the United Kingdom with large cast and forged assemblies (calendar and suction shafts, drying cylinders, frames and others).

3 Design and completion with Soviet instruments and equipment of automated systems of technological process control for industrial complexes in the United Kingdom as well as complexes delivered from the United Kingdom to the Soviet Union.
4 Development of high capacity production units based on the high-impact polystyrene production process developed in the Soviet Union.
5 Joint design of civil aviation aircraft engines and airborne hydraulic equipment.
6 Co-operation to equip Soviet machine tools and hydraulic forging presses with a British system of digital programmed control.
7 Co-operation in the area of developing high capacity electric impulse processing equipment from Soviet-made machine tools equipped with British-made generators and designed on the basis of joint technical solutions.
8 Co-operation to equip Soviet machine tools with British controls and measuring instruments.
9 Co-operation to produce universal grinding machines in the United Kingdom by equipping them with Soviet pneumatic spindles.
10 Co-operation to produce tools equipped with Soviet-made elbors.
11 Co-operation to equip Soviet mining machines supplied to the United Kingdom with British-made electric equipment in accordance with British safety standards.
12 Co-operation to equip Soviet hydrofoil ships with separate components and parts.
13 Development of co-operation to equip British copying machines with Soviet electric motors.
14 Co-operation to produce computers including elaboration of technological process algorithms and of applied programme packages for technological process automated control systems.
15 Equipping of trucks and cars produced in the Soviet Union with separate components and parts.
16 Industrial co-operation for joint production of toys.

ANNEX IV. LIST

OF AREAS WHERE POSSIBILITIES EXIST FOR THE MUTUAL EXPANSION OF EXCHANGES OF GOODS AND SERVICES.

A. From the Soviet Union to the United Kingdom

Equipment and certain technological processes for various sectors of industry including:

- Power-generating equipment including complete equipment of steam electric stations and hydroelectric power stations;
- Electric equipment including electric motors, electric welding and gas welding equipment;
- Mining, crushing and grinding and dressing equipment;
- Oil drilling equipment;
- Material handling and road building equipment;
- Laser equipment;
- Metallurgical equipment;
- Metal working equipment;
- Printing industry equipment;
- Food industry equipment;
- Pump and compressor equipment;
- Communication equipment;
- Certain electronic components;
- Ships and marine equipment including hydrofoil ships:
- Tanks (reservoirs) for oil and oil products;
- Aircraft and helicopters;
- Tractors and agricultural machinery;
- Trucks and cars.

Industrial raw materials:

- Metallurgical industry products;
- Enrichment of uranium in the Soviet Union from the raw material of British customers;
- Chemical goods;
- Timber products;
- Window glass;
- Raw cotton;
- Furs.

Consumer goods:

- Canned fish;
- Carpets;
- Motorcycles and motor scooters;
- Consumer durables (photographic cameras, movie cameras, watches, clocks, tape recorders, musical instruments, refrigerators and others);
- Miscellaneous goods.

B. From the United Kingdom to the Soviet Union

Equipment and certain technological processes for various sectors of industry including:

- Mining equipment;
- Chemical and petro-chemical industry equipment, including equipment for the production of synthetic fibres and feedstocks for them;
- Equipment for ferrous and non-ferrous metallurgy;
- Metal working and forging and pressing equipment, including automatic lines;
- Medical equipment, including specialised equipment for use in hospitals and laboratories;
- Textile industry equipment;
- Equipment for agriculture;
- Food industry equipment;
- Equipment for timber, woodworking and pulp and paper industries;
- Road building equipment;
- Computer equipment;
- Equipment for containerised transportation;
- Instruments.

Industrial raw materials:

- Ferrous rolled products and pipes;
- Super-refractory products for furnaces;
- Chemical goods;
- Electric cables and conductors;
- Yarns and fibres.

Consumer goods;

- Clothes;
- Sewn and knitted goods;
- Fabrics;
- Footwear;
- Miscellaneous goods.

Advertising in 'Trade and Industry'

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Trade and Industry continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries, and queries should continue to be addressed to them.

Peter Shore announces new measures to encourage exports

Peter Shore, Secretary of State for Trade, made the following statement in the House of Commons on 20 February.

'With permission, I should like to make a statement about new measures to encourage British exports.

'These measures are particularly directed towards reinforcing our export drive in markets where large capital contracts can be obtained. The Prime Minister's recent visit to Russia and my own visit to Iran have left me in no doubt that a great expansion of our exports to these highly attractive markets is within our grasp. British capital goods exporters, however, face two major difficulties and the Government have accordingly decided to give special help. The difficulties are at their most acute in the Middle East but the new measures are not confined to exports there.

'The first of these difficulties relates to increases in manufacturing costs on capital goods contracts. Overseas buyers, particularly in the Middle East, want firm prices. In present circumstances, our exporters are unable to absorb all the increases in costs that can occur during lengthy manufacturing periods. A Government amendment will accordingly be introduced to the Export Guarantees (Amendment) Bill, to give the Export Credits Guarantee Department the necessary powers partially to insure exporters against a higher than expected rate of inflation.

'The scheme will provide cover for contracts with an individual value of £2 million or more with manufacturing periods of two years or more. Exporters or buyers will be expected to bear cost increases up to a minimum level of 10 per cent; but the Government will cover 85 per cent of cost increases within a 10 per cent band above that minimum level. In the case of cash contracts, which are particularly desirable in our present balance of payments situation, the band will be widened to 15 per cent, and 90 per cent of cost increases within it will be covered. The scheme will not be available for contracts within EEC markets. A premium will be chargeable.

'This scheme is designed to meet the temporary and abnormal difficulties of cost inflation. It will be available for up to two years only, though power will be sought for extending it year-by-year thereafter if there is a clearly demonstrable need. Settlement will be made after completion of the manufacturing period. Clearly, there would be no justification for this step if it led to an increase in exports which was simply offset by greater imports of engineering goods; and the Government will be seeking satisfactory evidence from engineering exporters that this assistance will lead to the required expansion in their productive capacity.

'The second major problem facing exporters is that in many markets, but again particularly in the Middle East, buyers often insist upon performance bonds. This creates particular difficulty for exporters in times of financial stringency. We hope to use the experience and encourage the growth of the commercial market; and ECGD are exploring how they might share in the risks of raising bonds commercially. Meanwhile, they will make full support available under the Export Guarantees Acts, applying normal standards of underwriting judgment, in respect of cash or near-cash contracts with a minimum UK value of £20 million where bonds cannot otherwise be raised. Also, where in such cases a number of firms are involved in a major project and where the acceptance of joint responsibility under the bond would pose difficulty, ECGD will help by taking recourse on each firm only to the extent of its individual share in the contract.

Wallace Rowling, New Zealand Prime Minister, meeting Peter Shore, Secretary of State for Trade, in London recently. Mr. Rowling spent five days in Britain, as part of a four-week European tour, for talks on a variety of subjects including Anglo-New Zealand trade and access arrangements for exports of New Zealand's dairy products to Britain.

'These are two major innovations in this country's export insurance facilities. They will take their place alongside the measures of support already available to exporters of capital goods, including the extensive range of ECGD's insurance and financing facilities, the operation of the Overseas Projects Group and the vigorous promotional services provided by overseas posts and the British Overseas Trade Board. I think the Government can fairly claim to have responded quickly and effectively to the calls for assistance which industry has made in these contexts; and I believe these measures will give our exporters renewed confidence in seeking major capital contracts in the Middle East markets, the USSR and elsewhere.'

Mr. Shore's visit to Nigeria

Peter Shore, Secretary of State for Trade, is currently visiting Nigeria from 23 February to 1 March for discussions with the Federal Government on economic and industrial co-operation.

Mr. Shore's programme includes talks with the Federal Commissioners and senior officials responsible for trade, economic development, agriculture, communications, mines and power, finance and industries. The subjects include UK participation in Nigeria's forthcoming 3rd Development Plan.

He is also meeting Nigerian and British businessmen, including the Council of the Lagos Chamber of Commerce.

Bilateral trade

Trade between Britain and Nigeria in recent years is as follows:

£ million

	1970	1971	1972	1973	1974
UK exports to Nigeria, mainly machinery, transport equipment, pharmaceutical products, iron and steel	114.4	165	153.8	172.6	222.3
UK imports from Nigeria, mainly oil, but also including cocoa beans, palm nut and kernel oil, groundnut oil and rubber	123.9	139.6	156.1	206.8	352.4

Britain is Nigeria's principal trading partner. Except in 1972, UK exports to Nigeria have increased in value in the past five years, though there was a sharp decline in exports in the second half of 1973. In contrast last year saw the trend in UK exports move sharply upwards at an accelerating pace, and by the end of 1974, exports were running at a rate of £300 million a year.

Before leaving for Nigeria, Mr. Shore said: 'This is my first visit to Africa and I thought it right to make my first visit to our major trading partner, which is Nigeria; and, of course, to the senior member of the Commonwealth, which, again, is Nigeria.

On the prospects for trade between Britain and Nigeria, Mr. Shore said: 'I think the prospects are good. We already have substantial trade with Nigeria and this is mutually beneficial. In this past year there has been a very welcome increase in Nigeria's national income and wealth and I have no doubt that in their forthcoming Plan they're seeking to turn that extra spending power into projects of benefit to the Nigerian people and the Nigerian economy.'

On what kind of goods or products we are likely to be able to offer Nigerians and what they can offer us in exchange, Mr. Shore stated: 'I think, first of all, it's what the Nigerians themselves most want. It is the priorities of Nigerian development that I want, really, to get clearer – more clearly established – so that the part that we can play in assisting that development will be known more clearly here in Britain and British industry can gear itself more to the requirements of the Nigerian economy.

Asked if this visit was, in fact, part of an overall policy of encouraging trade between Britain and oil-producing countries, Mr. Shore answered: 'Well, I have a clear policy on Britain's trade – I think it would over-simplify it to say that it is simply geared to oil-producing countries. What I am concerned with – as any serious Secretary of State for Trade in this country must be – is the shifts in the location of world spending power. Now, the oil increase in price has, of course, produced a very dramatic recent shift in spending power and markets have opened up on a scale which nobody thought possible a few years ago.

'But that's not the only shift that's taking place in world trade. There are a number of other countries who have "taken off" or are beginning to "take off" in a way that nobody really thought possible 10, 20 years ago and it's in the interests of this country, above all, to know what is happening in the rest of the world – not to be frozen in its trade patterns to the past and the present but constantly to be looking at the horizons of the future; because it is only if we *know* what is happening, if we *identify* the trends, that we shall be able to prosper in the future as we have in the past.'

Questioned about trade between the African countries, Nigeria in particular, developing with the EEC, in the light of the Lome Convention being signed between the EEC and the ACP countries, Mr. Shore said: 'It's early days, obviously. I would hope, of course, that there would be a considerable increase in trade; and, again, I would hope that it would be beneficial to both the associated countries and, indeed, to the European countries themselves. Certain of the opportunities will be increased; and I know that in all this Nigeria has played a very important part not only in this recent negotiation but in the pioneering agreement that they themselves made with the EEC some seven or eight years ago.'

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

British–Romanian Joint Commission 20–24 January 1975

The Second Session of the British/Romanian Joint Commission which was set up under the 1972 Co-operation Agreement between the United Kingdom and Romania met in London in January under the joint chairmanship of Peter Preston, Deputy Secretary, Department of Trade, and Constantin Stanciu, the Romanian Deputy Minister for Foreign Trade. The British delegation included representatives of British industry from the CBI, East European Trade Council and the London Chamber of Commerce and Industry. During its week-long talks the Commission reviewed the development of trade between Romania and the UK in the period since its last meeting in July 1973 and discussed prospects for a substantial expansion of British exports to Romania in 1975 and during the next Romanian Five Year Plan (1976/80). The Romanian delegation indicated that the fields of engineering, metallurgy and chemicals would offer particularly good prospects for British exports to Romania over the next few years.

The Commission also discussed possibilities for co-operation between British companies and Romanian enterprises, both in home and third markets, in a number of areas including power plant and heavy industrial machinery.

The East European Trade Council is preparing a full report on the Commission meetings which may be obtained on application to the Executive Secretary, East European Trade Council, 21 Tothill Street, London SW1 (tel. 01-930 6711).

Iran: reduced interest and lending rates

It is reported that on 22 January 1975, the Central Bank of Iran announced a series of new measures authorised by the Monetary and Credit Council to reduce interest and lending rates and to increase bank credit facilities. The measures are designed to stimulate development projects, particularly in the housing and construction sector.

It is also reported that on 5 February the bank approved the constitution of three regional banks to be established as soon as possible. These banks are part of the Government's regional development policy and will be located at Rasht, Tabriz and Isfahan. More regional banks are planned. They will be authorised to grant loans and credits and to participate in regional development projects.

Details are available from CRE ext. 3454.

Restrictions on Baltic States and other ceded territories assets in the United Kingdom

The Department of Trade has made an Order removing control exercised under the Trading with the Enemy Act, 1939, and Custodian of Enemy Property, etc. Orders made thereunder, in respect of money and property which came under such control solely because the owner was resident or carrying on business in the Latvian, Lithuanian or Estonian Soviet Socialist Republics or in the western regions of the Ukranian, Moldavian and Byelorussian Soviet Socialist Republics. Without supplementary action, however, the Order does not affect the position of such of the money or property as has been actually paid to or vested in a Custodian of Enemy Property, or has come under the control of one of the Administrators of Enemy Property.

Money and bank balances held by bankers to the order of a Custodian which have come under control solely because the owner was resident or carrying on business in the territories named will immediately be released by the Custodian of Enemy Property to the United Kingdom banks for the credit of the original account holder, except in cases where the account holder, or in the case of a joint account, any of the joint holders, has died, when further legal formalities are required.

Application for the release of assets held by a Custodian and of property vested in a Custodian should be made to the Department of Trade, Abell House, John Islip Street, London SW1, accompanied by a mandate authorising the Custodian to pay or transfer to a bank or other nominee in the United Kingdom.

Persons concerned with the holding or managing of invested property, and persons, including company secretaries and registrars, concerned with the transfer of invested securities or with properties of persons in the territories named should note that no authority for operations is now required under the Trading with the Enemy legislation.

The Order giving effect to these changes is Trading with the Enemy (Enemy Territory Cessation) (Baltic States and Ceded Territory) Order, 1975, which came into operation on 18 February 1975. Copies may be obtained from HM Stationery Office.

Increased overseas postal charges

Postal charges for all categories of overseas mail are to be increased on 17 March 1975. These increases have been agreed with the Post Office Users' National Council and the Government.

The Post Office has already given advance notice of these increases to major users of the overseas postal service who are on their central mailing list of export firms. Full details of the revised overseas postage rates are contained in a new issue (no. 1/75) of the Postal Rates Overseas Compendium, a Post Office publication available free of charge to export firms. An advance copy of this booklet will be sent to exporters on the Post Office mailing list at the beginning of March. Any exporter not on this mailing list is invited to send his letterhead marked 'Compendium please' to:

PMK4 (Compendium),
FREEPOST,
Room 434,
Postal Headquarters,
St. Martins-le-Grand,
London EC1B 1HQ.

In addition to receiving the Compendium, exporters on this mailing list are kept up to date on international postal developments by *Interpost*, an occasional newsletter of special interest to exporters by post, and by other informative overseas post publications.

Accommodation shortage in Kingston, Jamaica

The Heads of Commonwealth Governments will be meeting in Kingston, Jamaica, from 29 April to 6 May. During this period and the preceding and following week-ends, there will be an acute shortage of hotel rooms. British businessmen are advised to avoid these dates for visits to Kingston and to check bookings already made.

ECGD News

Line of credit for Israel

The Export Credits Guarantee Department has guaranteed a further £3 million line of credit which Charterhouse Japhet Limited arranged with Bank Hapoalim B M, Israel. This follows two previous lines arranged in 1971 and 1972 for £3 million of which the latter was increased by a further £2.5 million in 1973. These lines now have been fully used.

The present line will enable buyers in Israel to place contracts in the UK for £3.5 million worth of capital and semi-capital goods. UK suppliers will receive 85 per cent of the contract value from the loan; the remaining 15 per cent being payable by the Israeli buyer.

To qualify under this line, a contract must have a minimum value of £10,000 and be placed by 31 July 1976. Repayment will be over a period of three to five years depending on the value of each individual contract.

Exporters interested in further details of this facility should contact either, for ECGD, Mr. R. Singh 01-606 6699 ext. 615 or for Charterhouse Japhet, Mr. K. E. Fay 01-248 3999 ext. 324.

South Korea: £4m line of credit

A £4 million line of credit which Lloyds Bank has made available to Korea Exchange Bank, South Korea, has been guaranteed by the ECGD.

The line of credit will enable buyers in South Korea to place contracts in the UK for capital and quasi-capital goods. UK exporters will receive 85 per cent of the contract price from the loan; the remaining 15 per cent is payable from the buyer's own resources.

To qualify, a contract must have a minimum value of £50,000 and be placed by 29 February 1976. The loan is repayable over four years for contracts up to £100,000 and five years for contracts of £100,000 and over.

Exporters interested in further details should contact ECGD (T. O. Parry, tel. 01-606 6699, ext. 441) or Lloyds Bank (D. P. Christopher, tel. 01-626 1500, ext. 2069).

Submarine cable: £4.7m contract

A contract of £4.7 million for the supply and installation of a submarine co-axial cable system between Cairns in Queensland, Australia and Port Moresby in Papua New Guinea has been guaranteed by the ECGD.

The contract has been placed with Standard Telephones and Cables Ltd. jointly by the Overseas Telecommunications Commission, Australia and the Ministry of Communications, Government of Papua New Guinea. The 480 channel system is scheduled to be fully operational by June 1976.

New telephone number for British Consulate-General Marseilles

Three of the telephone numbers of the British Consulate-General Marseilles have been grouped and changed to one number, ie 53.43.32.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1480: Imports of fresh grapefruit from the Dollar Area

The quota for imports of fresh grapefruit (tariff heading ex. 08.02) originating in the Dollar Area as defined in the last paragraph below will remain unchanged at £1,150,000 cif for the period 1 December 1974 to 30 September 1975. Import licences will be valid only for the period stated.

Applications for reservations from this quota should reach the Department of Trade, Import Licensing Branch, not later than 27 March 1975. No assurance can be given that applications will be met in full and no firm contracts should be made until confirmation of a reservation is received from the Department. Import licences will be issued against reservations only where the application on Form ILB/A is accompanied by evidence of a firm order from an overseas supplier. Any balance of reservations not taken up by 30 June 1975 will be available for re-distribution to other importers.

The separate quota for imports of fresh grapefruit originating in Cuba for the calendar year 1 January to 31 December 1975 will also remain at £70,000 cif.

Applications on Form ILB/A should be sent to the Department of Trade, Import Licensing Branch at the above address, accompanied by a firm offer. No firm contract should be placed until confirmation is received that an import licence will be issued for the amount requested.

The Open General Import Licence defines the Dollar Area as Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Inquiries ILB, tel. 01-215 5704.

No. 1481: Textile imports from Japan

Details of the quotas on textile items subject to Japanese export restraint during 1974 are set out below. In 1975 these quotas will continue at levels not below those for 1974.

Items restricted by these quotas may be imported under the authority of the Open Financial Import Licence provided that an export certificate issued by the Japanese Ministry of International Trade and Industry is presented with the import entry documents to HM Customs and Excise.

Item	1974 quota	Tariff heading	Description
Cotton yarn	132,689 lb.	55.05	Cotton yarn, not put up for retail sale
		55.06	Cotton yarn put up for retail sale
Spun yarn of man-made fibres	334,500 lb.	56.05	Yarn of man-made fibres (discontinuous or waste) not put up for retail sale
Woven cotton fabrics	8,330,491 sq. yd.	55.07	Cotton gauze
		55.08	Terry towelling and similar terry fabrics, of cotton
		55.09	Other woven fabrics of cotton
		ex 58.04	Woven pile fabrics and chenille fabrics, wholly or mainly of cotton (other than terry towelling and similar terry fabrics of cotton falling within tariff heading 55.08 and fabrics, falling within tariff heading 58.05)
		ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) exceeding 30 centimetres in width, wholly or mainly of cotton combined with rubber threads
Woven man-made fibre fabrics	10,903,725 sq. yd.	51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of tariff headings 51.01 or 51.02
		56.07	Woven fabrics of man-made fibres (discontinuous or waste)
		ex 58.04	Woven pile fabrics and chenille fabrics, of man-made fibres (other than fabrics falling within tariff heading 58.05)
		ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods), exceeding 30 centimetres in width wholly or mainly of man-made fibres combined with rubber threads
Woven wool fabrics	2 million sq yd.	53.11	Woven fabrics of sheeps' or lambs. wool or of fine animal hair
Apparel (excluding gloves) of knitted, netted or crocheted material of cotton, of wool or or man-made fibres	£2,197,041	ex 60.04	Undergarments, knitted or crocheted, not elastic not rubberised, wholly or mainly of cotton, or man-made fibres or of wool
		ex 60.05	Outer garments, knitted or crocheted, not elastic not rubberised wholly or mainly of cotton, of man-made fibres or of wool, and including such minor articles of apparel as shawls, mufflers, scarves and the like
Outer garments (excluding gloves) of woven man-made fibre fabrics: Handkerchiefs, shawls, scarves and mufflers except those of cotton, of silk, or of linen	£4,850,769	ex 61.01	Men's and boys' outer garments wholly or mainly of man-made fibres
		ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of man-made fibres
		ex 61.05	Handkerchiefs (except those of cotton, of silk or of linen)
		ex 61.06	Shawls, scarves, mufflers and the like (except those of cotton, of silk or of linen)
Outer garments (including gloves), underwear, handkerchiefs, shawls, scarves and mufflers, of woven cotton fabrics	The arrangements made for a regular exchange of information about the rate of Japanese exports to the United Kingdom were continued with a view to containing the level of trade opportunities in 1974 within the level of 1973 allowing 1 per cent annually for growth	ex 61.01	Men's and boys' outer garments wholly or mainly of cotton
		ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of cotton
		ex 61.03	Men's and boys' undergarments including collars, shirt fronts and cuffs wholly or mainly of cotton
		ex 61.04	Women's, girls' and infants' undergarments wholly or mainly of cotton
		ex 61.05	Handkerchiefs wholly or mainly of cotton
		ex 61.06	Shawls, scarves, mufflers and the like wholly or mainly of cotton
		ex 61.07	Ties, bow-ties and cravats, wholly or mainly of cotton
		ex 61.08	Collars, tuckers, fallals, bodice fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girl's garments wholly of mainly of cotton
		ex 61.09	Corsets, corset belts, suspender belts, brassieres, braces, suspenders, garters and the like wholly or mainly of woven cotton
		ex 61.10	Gloves, mittens and mitts, wholly or mainly of woven cotton
		ex 61.11	Made-up accessories for articles of apparel (eg dress shield's shoulder and other pads, belts, muffs, sleeve protectors, pockets, removable linings), wholly or mainly of cotton

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Item	1974 quota	Tariff heading	Description
Narrow fabrics	£151,000	58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive other than goods falling within tariff heading 58.06
		ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods), not exceeding 30 centimetres in width, wholly or mainly of cotton combined with rubber threads
Textile secondary products, wholly or mainly of cotton for household use	861,828 sq. yd.	ex 62.01	Travelling rugs and blankets, wholly or mainly of cotton
		ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, wholly or mainly of cotton; curtains and other furnishings articles wholly or mainly of cotton
		ex 62.05	Other made-up cotton articles for household use including such articles as shopping, laundry and garment bags and dusters, articles of cotton made from narrow fabrics not exceeding 30 centimetres in width

Inquiries: CRE 01-215 3457 or 5243.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 14 March.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Acetic anhydride	As in previous column	31 December 1975	15228
29.31	5-Fluoro-2-methyl-1-(4-methylthio-benzylidene)inden-3-ylacetic acid	Desoxy intermediate	31 December 1975	15242
29.35	Prazosin hydrochloride	As in previous column	31 December 1975	15245
29.39	Cortisol 17-*n*-butyrate	Hydrocortisone 17-butyrate	31 December 1975	15240
51.01	Yarn of nylon 6 or nylon 66 for the production of tyre cord, having a tenacity of not less than 0.686 Newton/tex and being either a not less than 90 tex and not more than 98 tex, or b not less than 136 tex and not more than 144 tex	Nylon 6 and 66 yarn	31 December 1975	10371

Removal of export control on oil and certain liquefied petroleum gases

The notice in last week's *Trade and Industry* (page 444) about the removal of export controls on petroleum oils, etc. was incorrect in one particular. The effective date for the removal of the controls (paragraph 2, line 4) should read 4 March 1975.

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Tariff and Trade Notices

Federal Republic of Germany

Import licensing. The Federal German authorities have invited applications from importers in Germany for import licences for the following products:

Early potatoes, harvest 1975
Fruit and vegetables for industrial processing
Lettuces
Endives
Green beans
Tomatoes

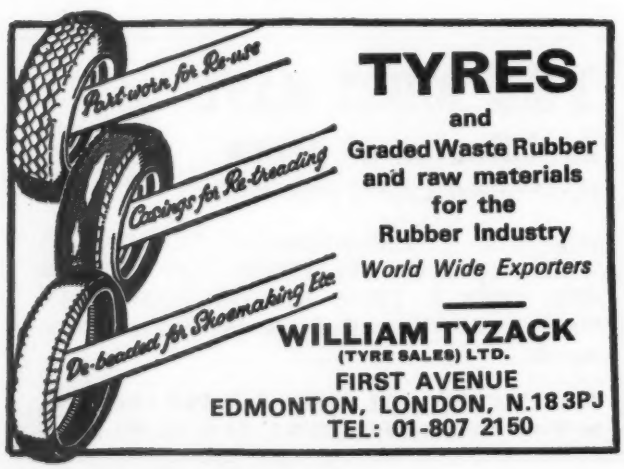
Applications should be submitted to the Bundesamt für Ernährung und Forstwirtschaft, 6 Frankfurt a.M. 1, Adickesallee 40, Postfach 18 02 03. Inquiries: OTAR ext. 466/467/288.

Spain

Temporarily liberalised goods transferred to global quota sector. The Spanish *State Gazette*, 14 February 1975, published a Resolution of the Ministry of Commerce including in the global trade arrangements a list of goods that had been temporarily liberalised. Tariff headings of goods affected are listed below. Copies of Spanish text may be obtained from OTAR Section.

14.05.A	25.02	25.03	26.01.E	26.03.A
27.01.A	28.02	28.14.A	28.15.B	28.41.B.3
28.46.B	28.50.A	28.50.B	28.50.C	28.50.D
28.51	29.03.B.2	29.25.I	29.42.A	29.42.C
29.44.A	29.44.B	30.02.A.2	30.02.B.2	30.03.A.2
30.03.B.2	32.09.A	32.09.D	34.03.B	36.01
36.02	36.03	36.04	38.07	38.08
38.19.F.2	38.19.G	38.19.H	38.19.J	38.19.K
39.01.C	39.01.K	39.02.G.2	39.02.G.3	39.02.L.2
39.02.M.1	39.02.M.2	39.03.A	44.15	44.16
44.18	48.09	57.06	57.07.C	57.10
57.11	58.06	59.03.A	61.01.E	61.02.E
70.13.B.1	70.21.A	70.21.B	71.01.A	71.01.B
71.02.B.1	71.02.B.2	71.04	71.05	71.06
71.08	71.09.A	71.09.B	71.09.C	71.10
71.11	71.12	71.13	71.14	73.23
73.36	74.19.E	74.19.F	76.15	76.16.B
78.03	78.04	78.05	78.06	82.06
82.09	82.10	82.11.A	82.11.C	82.11.D
82.11.E	82.14	84.06.B.2.b	84.06.B.2.c	84.06 C.1
84.06.D.2	84.10.F.2.a	84.10.F.2.b	84.11.D.3.a	84.11.D.3.b.1
84.11.D.3.b.2	84.41.C	87.01.A	87.01.B.2	87.03
87.14	91.09.A	91.10	98.01 A.2.b	98.01.A.2.d
98.01.B	98.12.A			

Inquiries: OTAR ext. 462/471/472/473.



Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

X-ray apparatus: tariff modification. The Spanish *State Gazette*, 12 February 1975, announced a modification to tariff sub-heading 90.02.A as follows:

Tariff no.		Description	Import duty
90.20.A		Apparatus based on the use of X-rays, including X-ray radio-photographic apparatus, complete, including accessories therefor (control panels and desks, tables, etc.), other than X-ray tubes and screens imported separately	
	1	Fluorescent or difraction spectrometers	1%
	2	Other	19.5%

Inquiries: OTAR ext. 462/471/472/473.

Opening of global quotas. The Spanish global quotas for 1975 were published in *Trade and Industry*, 23 January, page 177. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the first half of this year. Applications must be presented within 20 days from 12 February for quota numbers 52 and 57 and within 30 days for the other quota numbers below:

Quota no.	Tariff no.	Goods	Value of quota (pesetas)
46	87.02.B.2	Special vehicles for the transport of sands, rocks and minerals	194,871,710
47	87.01.A.1	Motor vehicles for the transport of persons and of persons and goods (dual-purpose)	605,000,000
49	87.01.C ex 87.02.A.2 87.02.B.1 87.02.B.3 ex 87.04 ex 87.05 ex 87.06	Industrial motor vehicles and parts for their manufacture	165,000,000
52	92.11.C 92.11.D 92.11.E	Phonographs, dictaphones, and other apparatus for sound recording and reproduction	21,450,000
55	93.01 93.02 93.03 93.04 93.05 93.06	Arms	16,500,000
56	93.07	Ammunition	8,250,000
57	97.01 97.02 97.03	Toys	16,500,000
58	97.04 97.05 97.08	Equipment and articles for parlour games	13,200,000

Inquiries: OTAR ext. 462/471/472/473.

Customs tariff modifications. The Spanish *State Gazette*, 5 February 1975, announced modifications to the Spanish customs tariff as follows:

Tariff no.	Goods	Import duty
82.09	Knives with cutting blades, serrated or not (including pruning knives) other than knives falling within heading no. 82.06	
A	Non-folding table knives:	
1	With handle and blade in one piece	28.5%
2	With metal handle attached	28.5%
3	Other	28.5%
B	Non-folding knives for kitchen, scullery and professional use:	
1	With stainless steel blade	28.5%
2	Other	28.5%
C	Folding knives	28.5%
D	Other	28.5%
82.14	Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware:	
A	With non-metal handles	21%
B	Other:	
1	Of aluminium	21%
2	Of nickel silver:	
a	Coated with precious metals	21%
b	With other coatings	21%
c	Other	21%
3	Of copper and copper alloys:	
a	Coated with precious metals	21%
b	With other coatings	21%
c	Other	21%
4	Of alloy steel as defined in Note C 8(e) to Chapter 73:	
a	Coated with precious metals	26%
b	Other	26%
5	Of alloy steel as defined in Note C 8(f) to Chapter 73:	
a	Coated with precious metals	26%
b	Other	26%
6	Other	26%

Inquiries: OTAR ext. 462/471/472/473.

Malta

Import licensing control. The Malta *Government Gazette*, 4 February 1975, announced that import licensing control was to be extended immediately to all footwear excluding sports footwear and slippers; medals and medallions; and glass cloths (in lieu of flour bags made of grey cotton cloth). Inquiries: OTAR ext. 471/472/473.

Israel

Price stabilisation of goods and services. *Trade and Industry* 25 April 1974 contained information on an Israeli Order regarding the stabilisation of Prices for Goods and Services. This price control has been further extended to 31 December 1975. No further details are available. Inquiries: OTAR ext. 420/475.

Price control – cement. The Israeli authorities have issued an Order in respect of the maximum prices for grey Portland cement. Copies are available to British exporters on request. OTAR ext. 420/475.

Plant protection law. The Israeli Ministry of Agriculture has issued a plant protection regulation prohibiting the use of endrin, eldrin and dieldrin in pesticides. Copies are available to British exporters on request. OTAR ext. 420/475.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

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Import liberalisation list amendments. The Israeli authorities have issued amendments to the Free Import Order 1968 which affect the following tariff numbers:

44.03 71.01 73.21.9900 84.15.2000 90.26

Details are available on request. Inquiries: OTAR ext. 420/475.

Iran

Import of used vehicles. The Central Bank of Iran announced on 5 February that the import of used trucks, lorries, road-building vehicles and equipment would be permitted without prior approval of the Ministry of Commerce. Inquiries: OTAR ext. 420/475.

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Jordan

Tariff amendments. The Jordanian authorities have announced the following amendments to the customs tariff:

Jordanian Tariff No.	Description	Rate of duty
29/14	Monoacids and their anhydrides, acid halides:	
	a Monomyr venyleacetate	Exempt
	b Others	14% *ad val.*
34/2	Organic surface active agents, surface active preparations and washing preparations, whether or not containing soap:	
	a Products imported for use as active ingredients in the washing chemical preparations industry	14% *ad val.*
	b Others:	
	1 Washing chemical preparations	25% *ad val.*
	2 Others	25% *ad val.*
34/5	Polishes and creams for footwear, furniture or floors, metal polishing scouring powders	25% *ad va*

Inquiries: OTAR ext. 420/475.

Tunisia

Saffron and henna: import prohibition. The Tunisian authorities by a decree dated 11 January 1975 have prohibited the importation of saffron (ex 09.10A) and henna (ex 13.01A). Inquiries: OTAR ext. 420/475.

Morocco

Gold and gold alloys: import duty exemption. A decree of the Moroccan Minister of Finance dated 28 December 1974 has exempted from import duty all items under tariff headings 71.07 A1 and II, 71.07 BI and II, and 71.07 C. Inquiries: OTAR ext. 420/475.

Ethiopia

Nationalisation measures. On 3 February 1975 the Ethiopian Provisional Military Administrative Council announced plans for the nationalisation of 101 firms in which there are foreign interests. With a few exceptions, the nationalisation measures are to be applied in two broad categories:

a firms owned by resident foreigners are to be fully nationalised;

b in businesses in which there is non-resident participation the Government is to take a majority shareholding.

The list of firms is shown below. Please note that this list is not comprehensive and may be subject to amendment.

Enterprises under direct state control

Name of firm	Address	Agency to take over
FOOD INDUSTRY		
Ethiopian Abattoir	Addis Ababa	Municipality of Addis
National Flour Mills	Debre Zeit	National Resources
United Oil Factory	Addis Ababa	National Resources
National Oil Factory	Asmara	National Resources
A. Mohis and Co.	Addis Ababa	National Resources
A. Mohis and Co., Akaki Oil Factory and Refinery	Akaki	National Resources
A. Mohmis and Co., Flour Mill	Dire Dawa	National Resources
Red Sea General Milis	Dekemhare	National Resources
Asab Salt Share Co.	Assab	Natjonal Resources
Masawa Salt Share Co.	Masawa	National Resources
Petratos Oil Factory	Addis Ababa	National Resources
Debre Zeit Flour		
Santi and Red Sea Makoroni Factory Privt. Ltd.	Dekemhare	National Resources
DRINKS FACTORY		
Meta Brewery	Addis Ababa	National Resources
Meloti Brewery	Asmara	National Resources
Pepsi Cola (Abay Bottling Co.)	Addis Ababa	National Resources
Coca Cola (Bottling Co. of Eth.)	Addis Ababa	National Resources
Harar Soft Drinks Factory	Harar	National Resources
Babile Mineral Water Factory	Harar	National Resources
National Soft Drinks Factory	Asmara	National Resources
Saba Tej Share Co.	Addis Ababa	National Resources
TEXTILES INDUSTRIES		
Indo-Ethiopia Textile	Akaki	National Resources
Ethiopia Cotton Factory	Dire Dawa	National Resources
Baratollo Cotton Factory	Asmara	National Resources
Diabaco Cotton Co.	Addis Ababa	National Resources
Lazaridis Cotton Mills	Addis Ababa	National Resources
Ethiopia Fabrics	Asmara	National Resources
Ethiopian Textile Industry	Asmara	National Resources
Unifiber Share Co.	Akaki	National Resources
Manifactura Saki Factory	Asmara	National Resources
Fibre Co. of Ethiopia	Akaki	National Resources
Sinko Textile Share Co.	Dire Sawa	National Resources
Textile Share Co.	Akaki	National Resources
Ethiofil Share Co.	Asmara	National Resources
Industria Magleria Asmara (IMA)	Asmara	National Resources
SKIN AND HIDES AND SHOE FACTORIES		
Darmar Shoes Factory	Addis Ababa	National Resources
Darmar Tannery Factory	Addis Ababa	National Resources
Assco Shoe Factory	Addis Ababa	National Resources
Addis Leather Factory	Addis Ababa	National Resources
Dofan Ethiopia	Mojo	National Resources
Chipolini Shoe Factory	Asmara	National Resources
Frabi Shoe Factory	Asmara	National Resources
Concheria A. Baldene Factory	Asmara	National Resources
Ethiopia Skin Tannery	Addis Ababa	National Resources
PRINTING PRESSES		
Artistic Printing Press	Addis Ababa	National Resources
Commercial Printing Press	Addis Ababa	National Resources
Centreal Printing Press	Addis Ababa	National Resources
Il Poligrafico Puetta	Asmara	National Resources
CHEMICAL FACTORIES		
Sadolin Paint Factory	Addis Ababa	National Resources
Ethiopian Pharmaceutical S.C.	Addis Ababa	Min. of Public Health
African Matches and Papers Factory	Asmara	National Resources
Ethiopian Electric Industry	Addis Ababa	National Resources
Rafilio Beni Plastic Shoe Factory	Asmara	National Resources
Photo Pharma S.C.	Addis Ababa	National Resources
Sape Soap Factory	Asmara	National Resources
Ethiopian Rubber and Canvas	Addis Ababa	National Resources
NON-METAL FACTORIES		
Eritrea Cement Factory	Massawa	Ethiopian Cement Corp.
Sava Spa	Asmara	National Resources
METAL FACTORIES		
Akaki Steel Industry	Akaki	National Resources
Ethiopian Metal Tools Co.	Addis Ababa	National Resources
Ethio-Sider Co.	Addis Ababa	National Resources
Ethiopian Metal Works (Sabean)	Asmara	National Resources
Sabean Metal Works	Akaki	National Resources
OTHERS		
A. Besse and Co.	Addis Ababa	National Resources
Sabean Utility Corp.	Addis Ababa	National Resources
Ethiopia-Shipping Lines	Addis Ababa	National Resources
Ethiopian Building Material Suppliers	Addis Ababa	National Resources
EDISCO	Addis Ababa	National Resources
National Transport (NATRACO) (This does not apply to private truck owners)	Addis Ababa	National Resources
Finfine Share Co.	Addis Ababa	National Resources
Sedao Electric Power	Asmara	Ethiopian Electric Light and Power
Cone Electric Power	Asmara	Ethiopian Electric Light and Power

Enterprises with Government majority holdings

FOOD INDUSTRY		
INCODE Meat Industry	Asmara-Gondar-Makale	Livestock and Meat Board
Soproal Meat Industry	Asmara-Combelchia	Livestock and Meat Board
Chandris Africa Ltd.	Dire Dawa	Livestock and Meat Board
ELIDCO	Melga-Wando	Livestock and Meat Board
S. A. Rice Meat Factory	Asmara	Livestock and Meat Board
Ethiopian Meat Concentrated	Addis Ababa	Livestock and Meat Board
De Nadai Elaberate Estate	Asmara	Livestock and Meat Board
HVA Ethiopia SC	Wonji	Min. of National Resources and Development
HVA Metehara SC	Metehara	Min. of National Resources and Development
Ethiopian Spice Extraction SC	Addis Ababa	Min. of National Resources and Development
TEXTILE INDUSTRY		
Ethio-Japanese Synthetics SC	Moja	National Resources
Augusta-Shirts Factory SC	Addis Ababa	National Resources
WOOD INDUSTRY		
ETHARSO Share Co.	Addis Ababa	Forestry Department
Ethiopian Enterprises SC	Addis Ababa	Forestry Department

Name of firm	Address	Agency to take over
ECAFCO Share Co.	Addis Ababa	Forestry Department
Mosvold Wood Factory SC	Addis Ababa	Forestry Department
Vasken Wood Industry	Addis Ababa	Forestry Department
T. Tellefson Wood Work	Addis Ababa	Forestry Department
PAPER INDUSTRY		
Ethiopian Paper and Pulp SC	Addis Ababa	National Resources
CHEMICAL INDUSTRY		
Ethiopian Foam Thermo Plastic Industry	Addis Ababa	National Resources
Addis Tire SC	Addis Ababa	National Resources
Ethio-Plastic SPA	Addis Ababa	National Resources
METAL INDUSTRY		
Ethiopian Crown Cork and Can Manufacturing Industry	Addis Ababa	National Resources
Ethiopian House Utilities Factory	Addis Ababa	National Resources
PETROLEUM PRODUCTS		
Shell Ethiopia	Addis Ababa	Assab Refinery SC
Agip Ethiopia Ltd.	Addis Ababa	Assab Refinery SC
Mobil Oil East Africa Ltd.	Addis Ababa	Assab Refinery SC
Total Ethiopia Ltd.	Addis Ababa	Assab Refinery SC

Further information will be published when available. Inquiries CRE tel. 01-215 5226/3331.

Zambia

Suspension of duties. The Customs and Excise (Suspension) (Amendment) Regulations 1975 which came into operation in Zambia on 1 February 1975, amends the schedule to the Customs and Excise (Suspension) Regulations 1970 by the deletion of items 34.01.10, 34.01.20, 34.01.30, 34.01.40, 34.01.90, 34.02.10, 34.02.90, 34.05.10, ex 39.01.43, ex 39.01.44, ex 39.02.43, ex 39.02.44, ex 39.03.23, ex 39.03.24, ex 70.08.00, ex 73.18.10, ex 73.18.20, ex 73.21.90 and by the addition of items:

Heading no.	Description of goods	Effective rate of duty
17.01.21	Candy, castor, icing and cube sugar, when sold to or purchased by approved persons in such quantities as may be determined by the Controller	Free
17.01.29	Other, when sold to or purchased by approved persons in such quantities as may be determined by the Controller	Free

Inquiries: OTAR ext. 473/471/472/462.

Exchange controls: Further to the notice published in *Trade and Industry* on 6 February, the Department of Trade has now been informed that Zambian importers may pay Confirming House buying and confirming commissions up to 5 per cent of fob value, in addition to interest. The interest limit will be 2 per cent above London base rate. Inquiries: OTAR ext. 473/471/472/462.

Customs tariff changes. Further to the notice on the Zambian budget in *Trade and Industry*, 20 February, p. 388, the Customs and Excise (Amendment) Act 1975, which came into operation on 1 February, amends the Zambian Customs and Excise Act by making changes to the First Schedule to the Zambian Customs Tariff on the following tariff heading numbers:

07.04.00	15.02.10	15.12.00	17.01.21	18.05.00	21.05.20
22.01.00	22.02.00	22.04.00	22.05.00	22.06.00	22.09.12
22.09.13	22.09.14	22.09.15	22.09.16	22.09.17	22.09.19
24.02.10	24.02.50	27.01.00	27.07.10	27.10.23	27.10.24
27.10.41	27.10.42	34.01.00	34.02.10	34.02.90	34.05.10
38.18.00	40.13.13	44.25.10	48.04.12	48.04.91	48.05.11
48.05.12	48.05.19	48.06.11	48.06.19	48.07.00	48.16.11
48.16.12	48.16.13	48.16.19	59.02.10	68.16.10	70.08.00
70.10.00	73.17.90	73.18.30	73.18.90	73.21.90	73.26.00
73.27.20	73.27.30	73.27.90	73.32.90	82.05.10	85.15.00
87.02.91	87.02.92	87.02.93	87.02.94	87.02.98	87.02.99
87.06.30	92.11.21	92.11.22	92.11.28	92.11.29	100.10.00
100.11.00	100.12.00	100.14.00	100.15.00	100.16.00	100.17.00
100.18.00	100.20.00	100.21.00	100.22.00		

Inquiries: OTAR 473/471/472/462.

South Africa

Canary seed: import regulations. Notice No. R1 published in the South African *Government Gazette* No. 4555, 3 January 1975, prohibits the import of canary seed without the authority of a permit issued by the Secretary for Agricultural Economics and Marketing. Inquiries: OTAR ext. 471/472/473/462.

Paper and paperboard: tariff application. Tariff Application List No. 657, published in the South African *Government Gazette*, 21 February 1975, contains an application for an increase in duty on paper and paperboard. This application replaces Tariff Application 655(2), details of which appeared in *Trade and Industry* on 13 February 1975, in order to correct a printing mistake made by the South African Board of Trade and Industries in that application. Tariff Application List No. 657 should therefore be quoted in any correspondence on this case. Inquiries: CRE tel. 01-215 5274.

Tariff changes. The following amendments were published in the South African *Government Gazette*, 7 February 1975.

R206	BN 15.07. The rate of duty on olive oil is amended from 5 per cent or 80c per litre less 95 per cent of the fob price to 5 per cent or 125c per litre less 95 per cent of the fob price.
R207	BN 27.13. The rate of duty on moutan wax is reduced from 15 per cent to free.
INDUSTRIAL REBATES	
R208	Items 306.06 and 313.07, BN 27.13 and 70.13. 1 The provision for a rebate of duty on moutan wax for the manufacture of soap, detergents and candles is withdrawn because such wax is now free of duty. 2 The provision for a rebate of duty on glassware, footed and stemmed for colouring, badging and decorating is extended to include glassware, footed and stemmed, for frosting or sand blasting.

Inquiries: OTAR ext. 471/472/473/462.

Mauritius

Import control. The new regulations to control the import of non-essential goods by the Government of Mauritius (*Trade and Industry*, 20 February 1975, page 451) have been suspended. This means, in effect, that they were never put into force. Inquiries: OTAR ext. 471/472/473/462.

Indonesia

Ship building and repairs. The Indonesian Government has announced a reduction in import duty to 2½ per cent and exemption from import sales tax on materials imported for building and repairing ships if recommended by the Minister of Communications, with effect from December 1974. Inquiries: OTAR ext. 469/468/401.

Overprint gloss varnish. The Indonesian Government has announced a reduction in import duty on overprint gloss varnish (tariff item 32.09.99) used as a basic material or accessory in the printing industry. The import duty has been reduced to 30 per cent with effect from 21 November 1974. Inquiries: OTAR ext. 469/468/401.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Australia

Phosphatic fertilisers: Industries Assistance Commission inquiry. The Special Minister of State has referred to the Industries Assistance Commission the question whether the Australian Government should provide assistance for the consumption of phosphatic fertilisers and if so

a what should be the rate and duration of such assistance, and

b what should be the basis of any payment including considerations of the end use, the point of payment, the phosphate content and the consequences of the amount of assistance being limited to a maximum tonnage.

Tariff details of these goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch, Export House (OTAR ext. 468/469/401).

UK trade associations or firms intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, Australia, without delay through their accredited agent. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearings, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 495/75. Inquiries: CRE tel. 01-215 5319.

Consumer electronic equipment and components: Temporary Assistance Authority inquiry. A notice in *Trade and Industry* on 6 February 1975 reported a reference to the Temporary Assistance Authority on colour television receivers with a screen size greater than 45 cm. (tariff item 85.15.1). This reference has since been expanded to include monochrome television receivers with screens larger than 30 cm., certain radiograms, record players having an fob price of more than A$100, radio receivers other than portable or designed for use in motor vehicles and various electronic components, including transformers and inductors, loudspeakers, channel tuners, capacitors, resistors, printed circuits, integrated circuits and discrete semi-conductors, ferrites, monochrome television display tubes, ceramic and metallic permanent magnets, and parts for the above. Tariff items covered by the new reference are 85.01.21, 85.01.22, 85.01.33, 85.01.42, 85.02.1, 85.02.9, 85.14, 85.15.1, 85.18.2, 85.18.9, 85.19.6, 85.21.9. Further details of these may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch, Export House (OTAR ext. 468/469/401). The public hearing will now be held in Canberra on 28 February 1975. Ref. CRE 6/75. Inquiries: CRE tel. 01-215 5319.

Modification to restrictions on overseas borrowings. The Australian Government announced on 14 February certain modifications to restrictions on indirect forms of overseas borrowings, and transactions having a similar effect on capital inflow. These moves are in line with the suspension last November of the variable deposit requirement, and the reduction to six months of the borrowing embargo. The changes affect first the minimum period for which non-resident deposits may be affected by such parties as banks finance companies, etc.; second, the period to maturity of fixed interest securities which non-residents may purchase. These restrictions apply where the funds tendered by or on behalf of overseas residents were remitted to Australia after 2 February 1973. Ref. CRE 25987/5. Inquiries: CRE tel. 01-215 5318.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

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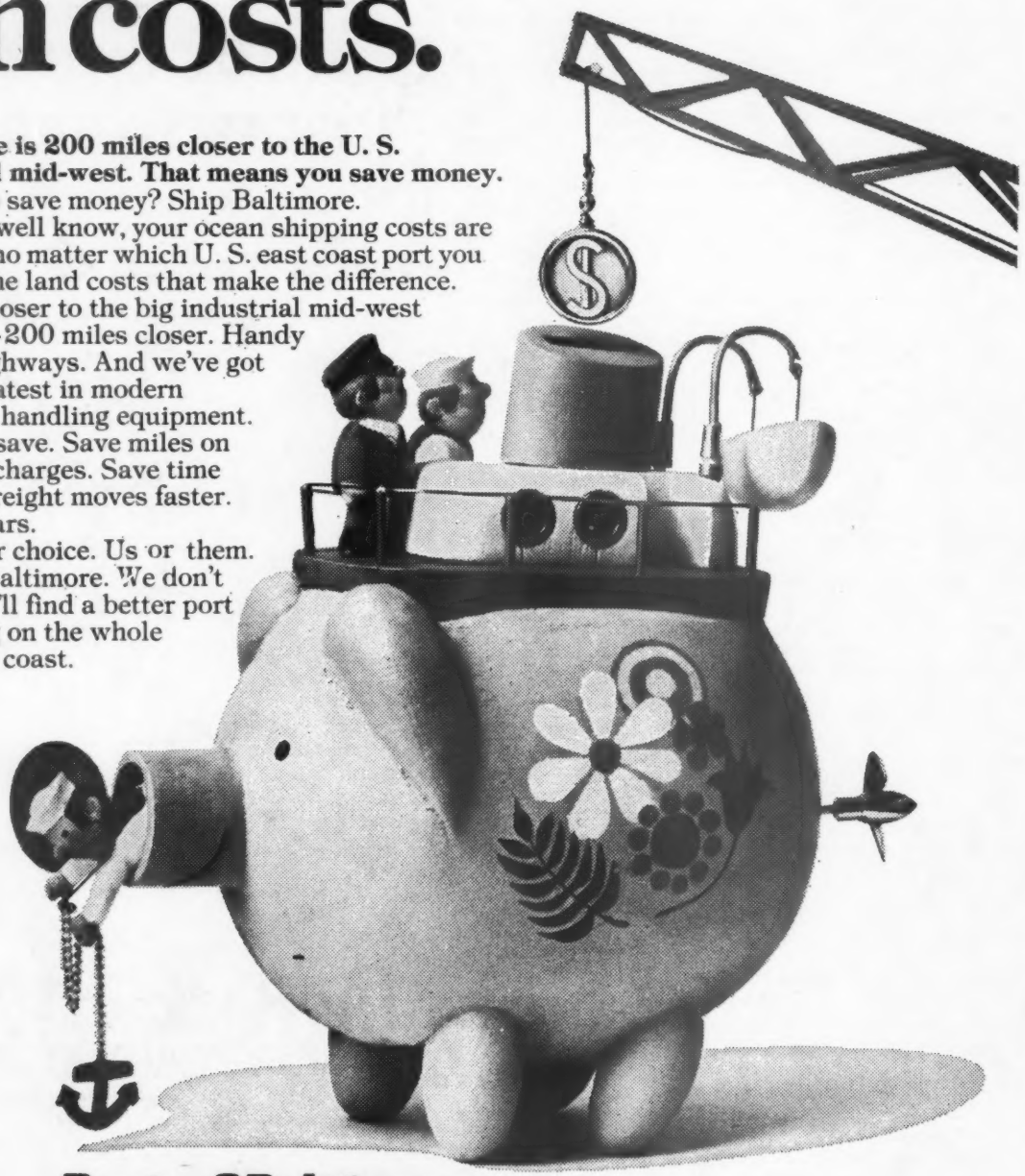

Port of Baltimore

Maryland Port Administration / 19 S. Charles St. / Baltimore, Maryland 21201

BALTIMORE: John F. Halloran, regional manager
19 S. Charles Street / Baltimore, Maryland 21201
(301) 383-5753 / Cable: MARPORT / Telex 710-234-1075.

BRUSSELS: David K. Tosic, manager
H. Frank Vonderach, assistant manager
Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium
5-13.01.49 & 5-13.54.05 / Cable: MARPORT / Telex 26862.

LONDON: Kenneth L. Newton, manager
°Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
°Birmingham and Northern England.

United States

Foreign Investment Study Act 1974. *Trade and Industry* of 19 December 1974 reported that the US Department of Industry, Trade and Commerce was authorised to undertake a study of foreign investment in the United States.

The Department is in the process of despatching forms to relevant firms. For the purpose of the survey, a 'foreign controlling interest' means the direct and/or indirect ownership of 10 per cent or more of the voting stock of a United States corporation, or an equivalent interest in an unincorporated United States business enterprise by a United States non-resident. Interest in real property in the United States held for business purposes by a foreign owner is also covered.

The Treasury Department is making a separate survey of foreign portfolio investment.

Inquiries: CRE tel. 01-215 5397.

Safe level of lead in paint. In a report which was submitted to the US Congress on 27 December 1974, Richard Simpson, chairman of the Consumer Product Safety Commission, determined that 0.5 per cent level of lead in paint is safe and will continue to be permitted as the maximum lead content in household paints. Details are available from CRE tel. 01-215 5397.

Fact sheets on product safety. The Consumer Product Safety Commission is engaged in producing fact sheets on product safety and pamphlets on the safe use of space heaters, toys, etc. Copies can be obtained from US Consumer Product Safety Commission, Washington DC 20027. Inquiries: OTAR ext. 455/456/457.

Canned fruits and juices. The US *Federal Register*, has published amendments to Standard of identity and labelling for various canned fruits including berries. A copy of the text is available to British exporters from OTAR ext. 456/457/7312.

Ingredient labelling proposals for distilled spirits and wine. The US *Federal Register*, 11 February 1975, published details of proposed labelling regulations for distilled spirits and wine. Hearings on the proposals have been scheduled for 16 April (distilled spirits) and 29 April (wine). Submission of written evidence and requests to present testimony should be made to the US Bureau of Alcohol, Tobacco and Firearms by 9 April 1975 for distilled spirits; and by 22 April 1975 for wine. Information is available from CRE tel. 01-215 5397.

Woven man-made fabrics. The *Federal Register* dated 13 February 1975 published details required by the Customs of additional information on invoices of imported coloured woven fabrics of man-made fibres. Inquiries: OTAR ext. 456/457/7312.

Silver plated holloware. The *Federal Register* dated 12 February 1975 published a notice detailing information required in answer to a questionnaire prepared by the Food and Drug Administration on the amount of lead leached by various types of holloware. All comments to be received by 1 March 1975. Inquiries: OTAR ext. 456/457/7312.

Haiti

Import licensing. On 16 January the Haitian Government announced that import licensing would be introduced for certain articles in order to protect local industry and reduce the foreign trade deficit. The following goods are affected:

1 Peanut butter
2 Preserves, jams and jellies
3 Charcuterie: ie smoked and spiced ham, smoked pork, bacon, smoked tongue, hot dogs, pork sausages, beef sausages, salami and mortadella
4 Pasta – spaghetti, vermicelli and the like
5 Shoes of a cif value less than US$7.00
6 Sweets of the type designated 'hard candies'
7 Paint and varnish of a cif value less than US$6.00 per gallon
8 Private motor cars of a cif value of more than US$5,000.00

No further information is available at present. Inquiries: OTAR ext. 476.

Turks and Caicos

Kerosene: customs duty exemption. The Turks and Caicos authorities in their official *Gazette* No. 19 of 1974, have made kerosene exempt from import duty. Inquiries: OTAR ext. 7312/456/457.

Grenada

Consumption duty changes. Changes in Grenada's Consumption Duty Schedule, not previously mentioned in the *Trade and Industry* notice on page 237, 31 October 1974, are as follows: Consumption duty has been removed from cigarettes, stout and porter. The rate of Consumption Duty on finished structural parts made of aluminium, etc. has reverted to 10 per cent. Inquiries: OTAR ext. 7312/456/457.

Dominica

Edible fats and sugar: import licensing. The Dominica authorities in their official *Gazette*, 16 January 1975, announced that import licences are now required to import the following goods: BTN 15.13 margarine, imitation lard and other prepared edible fats; 17.01 solid and refined beet and cane sugar. Inquiries: OTAR ext. 7312/456/457.

Barbados

Import licensing. The Barbados authorities by SI No. 11 of 1975 state that an import licence is required for the importation of BTN number 16.02.9 pork spare-ribs, and 46.01, 02, 03 plaiting materials. Inquiries: OTAR ext. 7312/456/457.

Chile

Exchange rates. The Chilean Central Bank has announced the following revised exchange rates effective from 13 February 1975:

'Bank' rate raised from 2,150 escudos to 2,320 escudos per US dollar;

'Brokers' rate raised from 2,350 escudos to 2,550 escudos per US dollar.

Inquiries: CRE tel. 01-215 5289.

Uruguay

Extension of duty exemptions and reductions. *Trade and Industry*, 20 February 1975, gave details of duty concessions given in Uruguayan Decree 1018 of 19 December 1974. The concessions were on the additional import tax of 18 per cent, and not on the import duty. Inquiries: OTAR ext. 474/476.

European Community

The Community's Business Co-operation Centre

Looking for a business partner elsewhere in the Community? . . . You might find him here

The Community's Business

The Commission of the European Communities set up the Business Co-operation Centre last year to encourage co-operation between firms in different Member States wishing to increase competitiveness and respond to the opportunities opened up by access to the Community's markets. Co-operation is defined as the pooling of one or more activities of the partner firms; for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the Centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The Centre will search its files for a suitable partner, and, if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the Community.

It is as one of the Centre's correspondents in this country that we reproduce the latest batch of requests for co-operation below. Readers wishing to obtain further information should write direct to the Centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimède 17, B-1040 Brussels. The Centre makes no charge for its services.

Reference BRE/2577/839

French data processing company specialising in the design and implementation of management and organisation systems, subcontract programming and the design, development and marketing of software products; turnover FF 19 million, 155 employees; seeks associate in Germany, United Kingdom, Belgium or the Netherlands, same size or smaller, specialising in DP consultancy services for medium-size and large firms or public bodies, producing and marketing software packages and owning a computer centre. Must be independent of all hardware manufacturers. The co-operation would relate to the exchange of management information packages, also research and development in connection with such packages.

Language: French.

Reference BRE/2697/256

French company manufacturing and distributing industrial gases (carbon dioxide, hydrogen, acetylene, argon, helium, etc.) in 16 plants covering the whole of French territory; also making equipment for the application of these gases in most of the industrial sectors supplied (food, chemistry, metallurgy, electrical power, nuclear power, hospitals, etc.); turnover FF 150 million; 800 employees; seeks co-operation with European company in the same sector with a view to exchange of know-how and reciprocal use of distribution networks.

Languages: French, English, German, Italian.

Reference BRE/1677/3283

Italian family firm manufacturing integral construction hydraulic pumps and vertical shaft pumps and distributor for other types of hydraulic pumps manufactured in the United States, West Germany and France with a sales network covering the whole of Italy and market outlets in Africa, the Middle East and Latin America. Turnover: Lire 2,800 million; payroll 100; seeks co-operation with a German, British or French firm of similar size, to cover compatible products (eg synthetic resin pumps, submerged pumps, horizontal pumps), with a view to exchanging respective sales networks.

Languages: Italian, German, English, French.

Reference BRE/2749/325

German company manufacturing steel winches, cable and chain hoist, spindle-type lifting devices and accessories, also commercial goods (lifting tackle) accounting for up to three-quarters of turnover; supplying the capital goods industry, the tool trade and other industries; 25 per cent export sales through own branch establishments in Austria and Switzerland and through own export department to other European and overseas countries; turnover DM 20 million; 220 employees – seeks contact with firms of comparable size in France, Great Britain, Italy and the Netherlands engaged in the same or related activities, with view to co-operation as follows:

1 reciprocal marketing of complementary products;
2 taking-over of complementary production, eg conveying equipment (maximum unit weight 1 ton, maximum size 4 × 4 m.), automated production line components (parts for conveyor belts or transfer lines); specialisation in production according to each partner's main line of work.

Languages: German, English, Italian.

Reference BRE/2707/364

Italian firm operating in the aeronautical sector, viz. maintenance, overhaul and conversion of aircraft (30 per cent of turnover) and construction of airframe sections and certain items of aircraft equipment, eg ejector seats (60 per cent), the remaining 10 per cent of turnover accruing from sales of airport equipment; total turnover: Lire 3,700 million; payroll: 500; seeks collaboration in Great Britain, Belgium and the Netherlands. The partner should be of similar size to the Italian firm and operate in the same sector. Collaboration could take the following forms:

manufacture in Italy under licence of products which are at present imported;
joint R & D on specfic products.

Financial links could be envisaged at a later stage.

Languages: English, French.

Reference BRE/1697/47

Dutch publishing company, mainly in the educational, scientific and technical field, also design and manufacturing of office supply and systems and of educational material, having its own printing shops, 2,000 employees, turnover 125 million Guilders (mainly in Holland and Belgium), seeks partners in Great Britain, Belgium, France, Germany, engaged in comparable or complementary activity (educational, scientific, technical publishing, educational supplies, efficiency systems like form systems, office equipments, microfilm, computer service, administrative software development), having turnover of up to £5 million; with a view to co-operation in product development and marketing; preferably through financial integration (cross shareholding, joint venture, merger, take over)

Languages: Dutch, French, English, German.

Mr. Shore's reply to Commissioner Gundelach

Peter Shore, Secretary of State for Trade, issued the following statement on 21 February:

'Mr. Finn Gundelach, EEC Commissioner for Internal Markets, asserted in the European Assembly at Strasbourg that "anxiety" about the UK's trade deficit with the EEC was "artificial" and that "the facts do not indicate that the deterioration in the balance of payments is due to membership of the EEC".

'As my name was associated with Mr. Gundelach's exchanges in the European Assembly on Wednesday, I think it right to point out that I have deliberately withheld judgement on the issue of whether our trade imbalance was a result of membership of the EEC. But I totally reject the statement that anxiety about the imbalance is artificial.

'Any interpretation of the statistics quoted by Mr. Gundelach should take account of the large increase in the price of imported oil (mainly from non-EEC sources) between 1973 and 1974.

'The facts are that our total trade deficit in 1974 was £5,146 million on a balance of payments basis. Of this, trade in oil accounted for £3,495 million and trade in non-oil goods £1,651 million. Our deficit with the other members of the EEC was £2,035 million or £1,816 million excluding trade in oil. The latter amounted to more than our total deficit in non-oil goods.

'In any serious discussion, this must give cause for real concern.'

New EEC regulations simplify community transit procedures

Exporters, who satisfy certain conditions, will be able to use Community Transit movement certificates (Form T3L) without having to present them to Customs for authentication at the time of exportation of goods, under new EEC Regulations.

The new Regulations No. 3260/74 and No. 3261/74 allow Customs to authorise exporters to adopt this simplified procedure. Such exporters will be supplied with Forms T3L which have been authenticated in advance by Customs. They will be required to take measures to satisfy Customs that these forms have been properly used in respect of individual export consignments.

The use of such pre-authenticated movement certificates T3L will be restricted to goods which are:

i exported by air or sea, provided that Customs import formalities are completed at the first port or airport of arrival in another Member State and the use of the full Community transit procedure is not required;

ii exported under TIR while the use of that system for intra-Community trade remains possible;

iii exported by post where it is necessary to establish the eligibility of the goods to intra-Community preference.

Customs will be able to consider applications only from exporters who:

i consign goods frequently under Forms T3L;

ii maintain records which are adequate for Customs control and verification purposes;

iii complete themselves the customs export documentation for consignments for which movement certificates T3L are issued under this procedure.

Only those exporters who consider they will be able to satisfy these basic conditions and can make really effective use of the facility should apply for authorisation.

More information about these new arrangements and how and where to apply is given in Customs Notice No. 757 which is available from any Customs House, or Office of a Collector of Customs and Excise and HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE.

Exports to the EEC: Important notice to exporters and agents

With certain exceptions, goods exported from the United Kingdom to other Member States of the EEC are entitled to preferential Community treatment in the importing country only if they wholly originate here or if all the UK import charges are paid and are not repaid in whole or in part.

Evidence of entitlement to Community treatment is provided by the appropriate Community transit form and persons signing the declaration on the form are therefore declaring that the goods fulfil the conditions entitling them to such treatment. The use of a Community transit form inappropriate to the customs status of the goods is consequently a misrepresentation of that status and the Commissioners of Customs and Excise will take appropriate action where Community treatment is falsely claimed in this way.

Exporters, carriers and their agents who complete the declaration on a Community transit form, or in whose name the declaration is made by an authorised agent, are held responsible for the accuracy of the declaration. Agents or carriers who complete declarations in their own right will similarly be held responsible. Declarants to Community transit forms must therefore be in a position to substantiate claims to entitlement to Community treatment. Where they employ agents to complete documents on their behalf for customs purposes they should ensure that their agents do not make such claims except where they can be substantiated. Agents completing Community transit documents on behalf of principals are advised, that in each instance where, by use of a particular Community transit form, they declare the goods to be entitled to Community treatment they do so only with the specific authority of their principal.

The circumstances in which goods are entitled to Community treatment, and the Community transit forms indicative of such entitlement, are more fully described in Customs Notices 750 (December 1973) and 752 (December 1974).

European Community Commentary

With this issue, *Trade and Industry* switches to Friday publication and a faster production schedule. To give readers full advantage of the new publishing arrangements and to rationalise production, European Community news and analyses, together with the usual regular features, will in future be published in an enlarged weekly 'European Community' section rather than in our monthly *European Community Commentary* supplement as previously.

The economic indicators of the EEC will continue to be published monthly as part of the Statistics section. (See page 550 of this issue.)

New EC Legislation

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Cattle, beef and veal. Regulation (EEC) 300/75 amending Regulations (EEC) 2036/74, (EEC) 2073/74 and (EEC) 2320/74 as regards the selling price of certain beef held by the intervention agencies and deferring the qualifying date in respect of certain beef put up for sale by such agencies. (*Official Journal* L34, 7 February 1975)

Products of the flower growing industry. Regulation (EEC) 369/75 fixing for the 1975/76 marketing year minimum prices for exports to third countries of certain flowering corms, bulbs and tubers. (*Official Journal* L41, 15 February 1975)

Fruit and vegetables. Regulation (EEC) 376/75 amending Regulation (EEC) 604/71 fixing the list of representative producer markets for certain fruit and vegetables. (*Official Journal* L41, 15 February 1975)

Milk and milk products. Regulation (EEC) 323/75 on the adjustment of private storage aid for butter held under a storage contract at the end of the 1974/75 milk year. (*Official Journal* L36, 11 February 1975)

Fish and fish products. Regulation (EEC) 346/75 concerning the importation into the Community of certain fishery products originating in Tunisia. (*Official Journal* L40, 14 February 1975)

Regulation (EEC) 347/75 concerning the importation into the Community of certain fishery products originating in Morocco. (*Official Journal* L40, 14 February 1975)

Wine. Regulation (EEC) 362/75 laying down detailed rules governing the distillation of table wines to be completed by 6 June 1975. (*Official Journal* L40, 14 February 1975)

Cereals. Regulation (EEC) 360/75 determining the amounts applicable as compensatory amounts during the months of January and February 1975 to certain cereal and rice products exported in the form of goods not covered by Annex II to the Treaty. (*Official Journal* L40, 14 February 1975)

The *Official Journal of the European Communities* L34, 7 February 1975 contains the text of a correction to Regulation (EEC) 3130/73 establishing the conditions for the application of the system of tendering for export levies in cereals (published in *Official Journal* L319, 20 November 1973) as follows:

Page 11, Article 2 (3) (b):
for: '(b) it is accompanied by a receipt of the deposit for the quantities allocated, in two days following the receipt of the notification of allocation laid down in Article 6, an application for an export licence matched by an application for advance fixing of an export levy to that on the tender which is lodged.'
read: '(b) it is accompanied by a written undertaking to lodge, within two days following the receipt of notification pursuant to Article 6 of the award of a contract, an application for an export licence for the quantity awarded together with an application for advance fixing of an export refund equal to that indicated in the tender.'

Page 11, Article 4 (2):
for: '2. The tenders shall be communicated without delay to the Commission.'
read: '2. The tenders shall without delay be forwarded, in an anonymous form, to the Commission.'

IMPORTS FROM NON-MEMBER STATES - cotton textiles. The *Official Journal of the European Communities* L21, 28 January 1975, contains the text of Decision 75/67/EEC autonomously raising the limits on the importation into the Community of cotton textiles subject to voluntary restraint measures by Japan.
Further information: Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 6023.

Fruit and vegetables. The *Official Journal of the European Communities* L40, 14 February 1975 contains the text of Decision 75/98/EEC authorising Belgium and Luxembourg not to apply Community treatment to tomatoes and table grapes, falling within subheadings 07.01 M I and 08.04 A I of the Common Customs Tariff, originating in certain third countries, and in free circulation in the other Member States.

HARMONISATION OF LEGISLATION. Towing hooks on motor vehicles. The *Official Journal of the European Communities* C24, 1 February 1975 contains the draft text of a Proposal for a Council Directive on the approximation of the laws of the Member States relating to towing hooks on motor vehicles. It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.
Further information: Department of Industry, Mechanical Engineering Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5658.

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* L39, 13 February 1975 contains the text of Regulation (EEC) 338/75 amending Regulation (EEC) 803/68 on the valuation of goods for customs purposes.
Further information: HM Customs and Excise, Valuation Division, Vintry House, Queen Street Place, London EC4, tel. 01-626 1515, ext. 2770.

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Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	257	324	68	−23	685	−9	694
1971	101	103	100	94	102	−7	−126	52	−4	1,050	285	765
1972	104	109	103	85	115	−39	205	48	3	72	−677	749
1973	109	114	108	90	121	674	374	32	242	−1,185	−2,342	1,157
1974										−3,687	−5,146	1,459
1972 1st qtr.	101	106	103	90	107	−36	−62	17	−16	84	−121	205
2nd qtr.	104	108	103	84	115	−27	−106	1	38	121	−64	185
3rd qtr.	104	110	102	82	115	−13	−42	6	−13	−114	−284	170
4th qtr.	106	111	105	83	123	−37	7	24	−6	−19	−208	189
1973 1st qtr.	110	115	111	89	126	257	146	11	32	−205	−364	159
2nd qtr.	109	112	104	86	112	202	61	−9	163	−205	−407	202
3rd qtr.	110	114	109	91	120	94	68	6	22	−256	−586	330
4th qtr.	110	114	109	94	124	121	99	24	25	−518	−984	466
1974 1st qtr.	106	113	111	99	111	−261	−100	8	−73	−978	−1,293	315
2nd qtr.	109	112	103	99	107	227	138	42	11	−949	−1,322	373
3rd qtr.	111	114	103	99	115	179	216	−30	−28	−773	−1,154	381
4th qtr.										−986	−1,376	390p
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	−0.8	−6.7	+2.4	−5.9							
on a year earlier	+0.5	−0.2	−3.6	+11.5	−4.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			monthly averages										totals	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	8,796	8,512
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	9,134	9,811
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.4	123.2•	115.5	581	2.6	304	11,455	13,796
1974	106.6	108.2	109.9	102.7	108.5†	16.0	240.2	151.9	138.5	573+	2.5+	298+	15,458	20,604
1973 1st qtr.	109.9	109.9	111.8	152	172.4	8.0	126.0	119.5	108.9	667	2.9	228	2,672	3,036
2nd qtr.	109.6	110.1	108.3	136	177.9	9.3	133.3	120.1•	113.7	605	2.6	289	2,775	3,183
3rd qtr.	110.7	111.4	110.6	143	180.2	9.2	150.8	124.2	118.5	562	2.5	334	2,970	3,556
4th qtr.	109.4	110.4	112.0	119	186.8	10.3	167.6	129.1	121.0	489	2.2	364	3,038	4,022
1974 1st qtr.	103.4	105.5	109.8	103	101.4†	12.9	212.5	138.4	125.0	543	2.4	285	3,448	4,741
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	309	3,877	5,200
3rd qtr.	109.0	110.6	111.0	109	110.2	17.0	213.0	156.1	143.9	600	2.7	306	4,140	5,295
4th qtr.	106.4	107.3	111.6 p	96	115.1	18.2	221.8 p	164.7 p	152.9	**	**	**	3,992	5,368
1973 Dec.	106.2	107.0	112.6	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362	1,018	1,326
1974 Jan.	101.2	102.3	109.1	93	191.8	12.0	209.5	134.1	123.7	535	2.4	304	1,055	1,418
Feb.	103.1	106.6	110.1	109	101.7†	13.2	213.1	138.5	124.7	549	2.4	278	1,151	1,598
Mar.	105.7	107.0	110.0	106	102.6	13.5	215.0	142.2	126.5	545	2.4	274	1,242	1,725
Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.3	127.9	546	2.4	297	1,265	1,668
May	107.5	108.6	105.6	105	107.6	15.9	214.0	148.9	132.0	548	2.4	314	1,299	1,780
June	108.6	110.4	108.2	111	108.7	16.5	211.7	151.1	136.8	561	2.5	317	1,313	1,751
July	109.5	111.0	109.2	106	109.7	17.1	212.3	153.5	139.8	582	2.6	317	1,330	1,750
Aug.	109.4	111.4	111.4	102	109.8	16.9	213.7	156.1	145.5	606	2.7	298	1,375	1,752
Sept.	108.1	109.4	112.2	118	111.0	17.1	212.8	158.6	146.3	612	2.7	303	1,436	1,793
Oct.	107.9	108.4	111.4	102	113.2	17.1	220.1	162.2	148.3	607	2.7	297	1,336	1,807
Nov.	107.5	108.7	112.8	98	115.2	18.3	223.8	164.7	153.4	608	2.7	276	1,295	1,854
Dec.	103.9	104.7	110.8	87	116.9	19.1	222.5 p	167.2 p	157.1	**		**	1,361	1,707
1975 Jan.			112½ p	109	119.9	19.9	221.7 p	172.0 p	158.2	675e	3.0	**	1.546 p	1,807 p
Feb.										703	3.1	192.4		
% change latest 3 months on prev. 3 months	−2.4	−3.0	+0.5	−8.7	+5.4		+3.3	+5.7	+6.5				+1.5	+0.5
on a year earlier	−2.7	−2.8	−0.4	−8.7	+19.1		+21.3	+28.0	+27.8				+35.5	+32.5

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.
** Figures not available. + Average of 11 months.

Economic Indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the Member States of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

An extensive bibliography – 'Sources of Statistics: 2. The European Economic Community' – which lists publications in the Statistics and Market Intelligence Library of the Department of Trade, is obtainable on request to the library at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, ext. 368). 'Statistical News' No. 21 (May 1973), published by the Central Statistical Office, contains a selected bibliography of statistical publications of the Commission of the European Communities.

TABLE 1 Industrial Production (Excluding construction) Seasonally adjusted

Indices 1970 = 100

	Belgium	Luxem-bourg	France[1]	German F.R.	Ireland[2]	Italy[4]	Nether-lands	United Kingdom	EEC[3,4]	*United States*	*Japan*
Weights in EEC	3.8	0.3	23.5	36.5	0.7	12.6	4.4	18.2	100.0	—	—
Weights in total	1.5	0.1	9.0	14.0	0.2	4.9	1.7	7.0	36.4	*48.4*	*13.1*
1968	88	88	84	83	90	91	81	96	87	*99*	*74*
1969	97	100	94	94	97	94	91	99	95	*104*	*88*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	115	106	109	104	111	102	108	*108*	*110*
1973	115	115	120	114	120	114	118	111	115	*118*	*129*
1974								108		*117*	*126*
1972 1st quarter	107	97	112	103	106	103	113	97	105	*103*	*106*
2nd quarter	109	102	113	105	106	104	111	102	107	*107*	*108*
3rd quarter	107	104	116	105	110	102	111	103	108	*109*	*111*
4th quarter	114	108	120	110	114	108	114	106	112	*113*	*116*
1973 1st quarter	115	115	118	113	120	105	115	110	113	*115*	*124*
2nd quarter	113	112	120	114	119	115	116	110	115	*117*	*128*
3rd quarter	114	114	122	113	119	118	119	111	116	*119*	*131*
4th quarter	117	120	122	116	121	117	121	110	117	*119*	*135*
1974 1st quarter	126	125	124	115	128	122	122	104	117	*117*	*132*
2nd quarter	126	119	125	116	125	124	121	109	119	*118*	*129*
3rd quarter	120	120	126	112		119	124	111	117	*118*	*125*
4th quarter								108		*114* (e)	*119* (e)
1973 June	111	112	121	114		118	123	111	116	*118*	*129*
July	114	115	123	109		120	122	111	115	*119*	*129*
August	113	114	123	115		117	126	111	117	*119*	*131*
September	115	115	120	116		118	127	111	117	*119*	*132*
October	118	116	127	115		118	130	113	117	*119*	*135*
November	121	126	123	116		117	129	111	118	*119*	*136*
December	114	117	119	116		117	121	106	116	*119*	*134*
1974 January	129	125	125	114		124	121	101	116	*118*	*133*
February	126	128	125	117		121	122	104	118	*117*	*133*
March	123	121	123	114		122	123	106	117	*116*	*131*
April	126	118	124	114		126	119	109	118	*117*	*129*
May	128	117	126	114		122	122	109	118	*118*	*132*
June	125	121	127	119		125	123	110	121	*118*	*127*
July	121	121	128	112		123	123	111		*118*	*128*
August	115	117	128	112		111	125	111		*117*	*123*
September	123	121	121	112		122	123	110		*118*	*124*
October	121	120	122	110		115	121	110		*117*	*122*
November	117	115	119	111		108	123	109		*114*	*119* (e)
December								105		*111* (e)	*115* (e)
% change latest three months:											
On previous three months	nil	−0.8	−5.2	−2.9	−2.3	−3.9	−1.1	−2.7	+1.7	*−3.4*	*−4.8*
On a year earlier	2.0	−0.3	−0.8	−4.0	+5.0	−2.5	−4.9	−1.8	+3.5	*−4.2*	*−11.9*

[1]Excluding clothing, wood products and furniture.
[2]Mining and manufacturing only.
[3]Excluding Denmark.
[4]Revised figures for Italy from beginning of 1973.
(e) Estimated

Source: 'OECD Main Economic Indicators'

Monthly Digest of Statistics

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Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO BOOKS

TABLE 2 **Unemployment** seasonally adjusted

Indices 1970 = 100

	Belgium[1,2]	Denmark[1,3]	France[2,4]	German F.R.[5]	Ireland[1]	Italy[6]	Netherlands[2,5]	United Kingdom[1]	*United States*[4]	*Japan*[7]
1968	147	163	97	218	88	113	147	95	*69*	*108*
1969	120	129	85	120	86	108	115	94	*69*	*104*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	100	125	129	126	100	100	135	129	*122*	*111*
1972	123	125	145	166	114	114	235	142	*118*	*119*
1973	130	84	150	189	104	109	239	102	*105*	*107*
1974	148	186	188	427		294			*125*	
1972 1st quarter	114	155	142	143	114	106	228	149	*123*	*119*
2nd quarter	120	139	146	181	114	113	228	147	*120*	*120*
3rd quarter	125	115	148	192	117	121	241	141	*118*	*122*
4th quarter	130	89	145	176	114	117	243	132	*113*	*117*
1973 1st quarter	125	63	140	141	107	107	243	117	*108*	*110*
2nd quarter	127	104	144	187	103	133	237	106	*106*	*108*
3rd quarter	132	90	154	214	106	100	237	99	*105*	*108*
4th quarter	133	79	158	254	102	96	239	86	*104*	*102*
1974 1st quarter	131	80	168	278	102	86	270	96	*115*	*106*
2nd quarter	137	135	169	383	107	87	268	97	*114*	*112*
3rd quarter	151	204	181	483		91	301	106	*123*	
4th quarter	173	326	235	83			336		*147*	
1973 October	137	80	156	224	102	96	235	90	*100*	*106*
November	132	78	158	241	102		235	86	*104*	*104*
December	131	78	161	279	102		248	83	*107*	*96*
1974 January	131	82	166	250	105	86	270	94	*116*	*105*
February	131	78	168	268	102		267	97	*116*	*105*
March	131	78	170	315	105		270	96	*113*	*107*
April	134	94	167	360	105	87	265	96	*111*	*110*
May	135	147	168	374	105		267	96	*115*	*112*
June	141	162	172	415	112		272	99	*116*	*113*
July	145	162	176	442	110	91	291	102	*119*	*115*
August	148	201	177	480	114		304	107	*119*	*119*
September	159	248	190	527	121		309	108	*130*	*121*
October	170	310	213	562	126		320	107	*135*	*130*
November	170	330	240	580	133		333	107	*146*	*142*
December	180	339	252	546			357	..	*160*	
1975 January	186			772				119 (e)	*173*	
Rate %	3.3	3.2	3.1	4.2	4.7	2.8	3.2	2.7	*8.2*	*1.2*
% change latest three months										
On previous three months	+12.4	+59.8	+29.7	+16.6	+13.5	+4.5	+11.5	+4.4	*+24.8*	*+14.3*
On a year earlier	+36.1	+312.1	+48.2	+126.5	+23.1	−9.1	+40.9	+19.5	*+46.8*	*+24.2*

Note: Figures of total unemployment and unemployment rates are very sensitive to the particular measures used and the sources from which they are obtained. The figures in this table to a large extent reflect the different administrative systems and social-security provisions of the countries concerned.

[1] Insured unemployed. [2] Change of basis during period. [3] Monthly data are weekly averages. [4] Unfilled applications. [5] Registered unemployed.
[6] Based on results of sample survey. [7] Unemployment-insurance beneficiaries.
[8] Numbers in latest month available as % of total employees (UK) and of total labour force (others). (e) estimated Source: 'OECD Main Economic Indicators'

TABLE 3 **Exports (fob)** Special trade,[1] seasonally adjusted

US$ million[9]

	Belgium/ Luxembourg	Denmark[2]	France	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom[2]	EEC	*United States*[3]	*Japan*[3]
1968	8,160	2,580	12,708	24,840	792	10,188	8,340	15,348	82,956	*34,416*	*12,972*
1969	10,068	2,952	15,024	29,052	888	11,724	9,960	17,520	97,200	*37,992*	*15,984*
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	16,386	24,340	153,152	*49,667*	*28,511*
1973	22,369	6,119	35,948	67,487	2,122	22,329	23,867	30,525	211,033	*71,465*	*36,853*
1974			45,835	89,272				38,634		*98,191*	
1972 1st quarter	3,582	1,056	5,913	11,025	369	4,368	3,945	6,044	36,302	*12,045*	*6,675*
2nd quarter	3,821	1,085	6,337	11,472	385	4,487	4,149	6,378	38,114	*11,676*	*6,656*
3rd quarter	3,919	1,055	6,445	11,270	413	4,556	4,025	5,389	37,072	*12,529*	*7,261*
4th quarter	4,290	1,136	7,082	12,420	436	5,165	4,267	6,529	41,325	*13,505*	*7,891*
1973 1st quarter	4,721	1,322	7,630	14,074	467	4,279	5,573	6,865	44,931	*15,335*	*8,266*
2nd quarter	5,273	1,409	8,665	16,106	509	5,170	5,872	7,672	50,676	*16,775*	*8,752*
3rd quarter	6,302	1,729	9,931	18,849	547	6,212	6,123	8,059	57,775	*18,318*	*9,336*
4th quarter	6,073	1,661	9,889	18,478	599	6,669	6,360	7,929	57,651	*20,409*	*10,499*
1974 1st quarter	6,181	1,805	10,320	20,641	590	6,375	7,276	8,304	61,514	*22,319*	*11,273*
2nd quarter	7,433	1,862	11,167	22,911	631	7,109	84,37	9,883	69,433	*24,220*	*14,018*
3rd quarter	7,318	1,954	11,882	22,388	668	8,159	8,399	10,452	71,628	*25,196*	*14,546*
4th quarter			12,466	23,332				9,995		*26,456*	
1973 October	2,102	563	3,311	6,766	201	2,054	2,268	2,653	19,918	*6,584*	*3,280*
November	1,885	532	3,394	6,474	186	1,958	2,193	2,703	19,319	*6,871*	*3,689*
December	2,086	566	3,184	5,239	212	2,657	1,897	2,573	18,414	*6,954*	*3,530*
1974 January	1,926	530	3,440	6,971	178	1,902	2,199	2,428	19,579	*7,111*	*3,626*
February	1,991	633	3,375	6,757	207	2,140	2,495	2,855	20,461	*7,606*	*3,975*
March	2,264	642	3,505	6,913	205	2,333	2,532	3,021	21,474	*7,674*	*3,672*
April	2,451	603	3,634	7,683	212	2,402	2,786	3,211	22,982	*8,234*	*4,332*
May	2,495	628	3,707	7,997	202	1,190	2,790	3,308	23,317	*7,630*	*4,833*
June	2,487	631	3,826	7,231	217	2,517	2,861	3,364	23,134	*8,357*	*4,853*
July	2,456	637	3,877	7,613	237	2,919	2,982	3,437	24,316	*8,307*	*4,877*
August	2,523	648	3,966	7,578	223	2,606	2,556	3,471	23,635	*8,370*	*5,005*
September	2,339	669	4,039	7,197	208	2,643	2,861	3,544	23,677	*8,286*	*4,664*
October	2,337	674	3,875	7,401	222	2,680	2,797	3,390		*8,665*	*5,353*
November		731	4,054	8,002	249	2,671		3,209		*9,062*	*5,246*
December			4,537	7,929				3,396		*8,729*	
% change in dollar terms latest three months											
On previous three months	−3.2	+8.2	+4.9	+4.2	−0.3	−0.5	−4.9	−4.9	+3.2	*+5.0*	*+3.6*
On a year earlier	+12.5	+18.8	+26.1	+26.3	+19.1	+30.8	+29.9	+26.1	+24.0	*+29.6*	*+50.0*
% change in national currencies latest three months											
On previous three months	−0.5	+9.5	nil	+1.4	+2.5	+1.8	−3.2	−4.0	−2.2[3]	*+5.0*	*+6.8*
On a year earlier	+18.8	+24.1	+30.4	+25.8	+23.6	+51.3	+34.3	+28.7	+23.0[3]	*+29.6*	*+66.8*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies
[9] All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade
All others: 'OECD Main Economic Indicators'

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxembourg	Denmark[2]	France	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom[2]	EEC	*United States*[2,3]	*Japan*[2]
1968	8,304	3,216	13,980	20,148	1,176	10,248	9,288	18,960	85,320	*33,108*	*12,984*
1969	9,984	3,804	17,388	24,924	1,416	12,444	10,992	19,956	100,908	*36,048*	*15,024*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,903	4,971	26,665	39,783	2,113	19,284	17,142	27,831	152,692	*55,800*	*23,463*
1973	21,762	7,447	37,604	54,536	2,755	27,978	24,357	38,836	215,225	*69,121*	*38,316*
1974			53,338	68,995				54,249		*101,067*	
1972 1st quarter	3,573	1,185	6,354	9,435	495	4,458	4,095	6,848	36,443	*13,455*	*5,400*
2nd quarter	3,630	1,136	6,454	9,997	511	4,610	4,234	6,954	37,526	*13,200*	*5,456*
3rd quarter	3,721	1,301	6,606	9,836	511	4,895	4,233	6,530	37,633	*14,056*	*5,955*
4th quarter	3,979	1,349	7,251	10,515	596	5,321	4,580	7,499	41,090	*15,089*	*6,652*
1973 1st quarter	4,704	1,570	7,922	11,845	618	5,355	5,416	8,275	45,706	*16,136*	*7,355*
2nd quarter	5,241	1,753	9,004	13,168	657	6,700	5,687	9,426	51,636	*16,821*	*9,269*
3rd quarter	5 896	2,026	10,358	14,553	744	7,837	6,717	10,238	58,369	*17,433*	*10,122*
4th quarter	5,921	2,098	10,319	14,970	735	8,086	6,537	10,895	59,514	*18,680*	*11,570*
1974 1st quarter	6,517	2,363	11,931	15,179	839	9,351	7,258	12,159	65,538	*21,704*	*14,036*
2nd quarter	7,691	2,387	13,633	17,402	999	9,659	8,129	14,216	74,115	*25,160*	*16,337*
3rd quarter	7,547	2,332	14,088	17,857	1,045	11,224	8,858	14,010	77,102	*27,058*	*15,846*
4th quarter			13,683	18,557				13,864		*27,145*	
1973 October	2,097	739	3,614	5,403	257	2,599	2,332	3,746	20,787	*5,969*	*3,621*
November	1,975	737	3,432	5,112	254	2,205	2,157	3,625	19,497	*6,628*	*3,840*
December	1,849	622	3,273	4,455	224	3,282	1,999	3,526	19,230	*6,083*	*4,109*
1974 January	2,181	784	3,755	5,074	233	2,439	2,252	3,499	20,220	*6,467*	*3,987*
February	2,148	776	3,968	4,814	272	3,337	2,348	4,164	21,793	*7,392*	*5,135*
March	2,188	803	4,208	5,291	334	3,575	2,658	4,496	23,525	*7,845*	*4,914*
April	2,389	818	4,394	5,666	327	3,756	2,844	4,537	24,731	*8,141*	*5,431*
May	2,726	762	4,453	5,961	329	2,385	2,339	4,788	23,743	*8,407*	*5,527*
June	2,576	807	4,453	5,775	343	3,518	2,946	4,891	25,309	*8,612*	*5,379*
July	2,675	795	4,786	5,926	357	4,237	3,194	4,895	26,849	*9.036*	*5,701*
August	2,404	810	4,730	6,197	358	3,493	2,732	4,515	25,244	*9,502*	*5,163*
September	2,468	727	4,572	5,734	330	3,494	2,932	4.600	25,009	*8,520*	*4,982*
October	2,349	759	4,514	6,010	309	3,564	2,861	4,673		*8,635*	*5,220*
November		788	4,509	6,224	291	3,191		4,614		*9,175*	*5,357*
December			4,660	6,323				4,577		*9,335*	
% change in dollar terms latest three months											
On previous three months	−9.5	−5.7	−2.9	+3.9	−12.1	−8.9	+0.5	−1.1	+4.0	*+0.3*	*−3.3*
On a year earlier	−18.6	+5.9	+32.6	+24.0	+24.7	+33.9	+27.7	+27.2	+32.1	*+45.3*	*+45.0*
% change in national currencies latest three months											
On previous three months	−7.0	−4.6	−7.5	+1.1	−10.2	−6.8	+2.3	+0.2	+0.8	*+0.3*	*−0.3*
On a year earlier	+25.2	+10.7	+37.1	+23.5	+29.4	+54.9	+32.0	+29.9	+33.3	*+45.3*	*+61.2*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] *fob.* [4] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Main Economic Indicators'

TABLE 5 Balance of Payments on Current Account

US$ million (unadjusted)

	Belgium/ Luxembourg	Denmark	France	German F.R.	Ireland	Italy	Netherlands	United Kingdom	EEC	*United States*	*Japan*
1968	28	−216	−1,059	2,726	− 57	2,627	65	− 682	3,432	*− 482*	*1,048*
1969	74	−410	−1,798	1,609	−190	2,339	31	1,068	2,723	*−1,036*	*2,119*
1970	715	−544	− 152	731	−185	762	−518	1,661	2,470	*355*	*1,970*
1971	1,004	−422	525	317	205	1,570	−234	2,588	5,143	*−3,817*	*5,797*
1972	1,136	− 65	285	397	−162	1,451	1,051	221	4,314	*−9,807*	*6,623*
1973	1,098	−471	− 229	4,694		−2,526	1,772	−3,153		*450*	*−132*
1974								−8,729			
1972 1st quarter	279	− 39	− 324	− 52		607	5	− 73		*−2,202*	*958*
2nd quarter	215	56	445	−125		699	267	476		*−2,827*	*1,212*
3rd quarter	235	− 36	− 3	−485		577	382	355		*−3,639*	*2,084*
4th quarter	407	− 46	167	1,060		−433	397	173		*−1,139*	*2,369*
1973 1st quarter	354	−150	− 224	605		−914	396	− 890		*− 259*	*498*
2nd quarter	226	−179	280	1,227		−839	584	− 471		*− 872*	*−417*
3rd quarter	200	69	−432	903		−330	− 36	− 603		*−1,071*	*102*
4th quarter	318	−211	147	1,959		−443	828	−1,165		*2,653*	*−315*
1974 1st quarter	349	−517		2,539			202	−2,510		*1,075*	*−3,273*
2nd quarter	−125	−311		2,666			418	−2,339		*−1,952*	*−2,478*
3rd quarter		−130		1,014				−1,966		*−4,194*	
4th quarter								−1,906			

Source: UK: Central Statistical Office. All others: IMF International Financial Statistics

TABLE 6 Export Unit Values of Manufactures

Indices 1970 = 100

	Belgium/ Luxembourg		France		German F.R.		Italy		Netherlands		United Kingdom		*United States*	Japan	
	US$	Bfrs.	US$	fra.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1968	92	92	96	85	88	96	90	90	95	95	90	90	*91*	*90*	*90*
1969	85	85	97	90	92	98	93	93	97	97	93	93	*95*	*94*	*94*
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	98	96	105	105	107	102	106	105	104	101	107	105	*102*	*104*	*101*
1972	116	102	116	107	117	103	114	106	118	106	116	111	*105*	*116*	*99*
1973			140	113	144	104	127	118	141	109	127	124	*113*	*141*	*107*
1972 1st quarter	116	102	114	105	117	103	112	105	118	106	119	110	*104*	*112*	*96*
2nd quarter	117	103	114	105	116	102	113	105	117	105	120	111	*105*	*115*	*98*
3rd quarter	114	100	115	106	118	104	114	106	118	106	116	118	*104*	*117*	*100*
4th quarter	116	102	117	108	117	103	114	106	118	106	113	115	*107*	*119*	*102*
1973 1st quarter			126	110	124	103	119	110	126	106	119	118	*107*	*125*	*100*
2nd quarter			141	112	138	103	121	115	136	107	129	121	*111*	*136*	*100*
3rd quarter			153	115	159	104	131	120	152	110	131	127	*114*	*147*	*108*
4th quarter			142	113	153	107	133	125	153	112	132	133	*120*	*154*	*118*
1974 1st quarter			141	125	151	112					134	141	*127*	*165*	*134*
2nd quarter											153	153	*132*	*183*	*142*
3rd quarter											159	162			
4th quarter											165	170			
% change latest 3 months:															
On previous 3 months	+1.6	+2.0	−0.7	+10.6	−1.3	+4.7	+1.5	+4.2	+0.7	+1.8	+3.8	+4.9	*+3.9*	*+10.9*	*+6.0*
On a year earlier	+9.4	+4.1	+11.9	+13.9	+21.8	+8.7	+16.7	+17.9	+29.7	+5.7	+25.0	+27.8	*+18.9*	*+34.6*	*+42.0*

(e) estimated.
Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A'.

TABLE 7 **Consumer prices** All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France[2]	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*[2]
1968	92	93	91	89	93	86	93	89	90	*90*	*88*
1969	96	96	94	95	96	92	95	96	94	*94*	*93*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	124	120	119	132	123	125	128	*114*	*124*
1974	113	128	142	136	127	154	146	137	149	*127*	
1972 1st quarter	108	108	110	109	109	115	108	113	114	*106*	*108*
2nd quarter	109	109	112	110	110	117	109	115	116	*107*	*111*
3rd quarter	111	111	114	113	112	120	111	116	118	*108*	*111*
4th quarter	113	113	116	115	114	122	114	119	121	*109*	*113*
1973 1st quarter	115	114	118	116	116	126	117	121	123	*111*	*116*
2nd quarter	117	117	122	118	119	130	122	125	127	*113*	*123*
3rd quarter	118	117	125	121	120	133	124	126	129	*116*	*126*
4th quarter	121	119	129	124	122	137	128	129	133	*118*	*131*
1974 1st quarter	125	123	134	129	125	144	135	132	139	*122*	*145*
2nd quarter	130	127	139	134	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	145	139	128	157	150	138	151	*129*	*156*
4th quarter	140	133	150	143	130	165	159	143	158	*133*	
1973 October	120	118	127	123	121		126	128	132	*118*	*129*
November	120	119	129	125	122	137	128	129	133	*118*	*130*
December	122	120	131	125	123		129	130	134	*119*	*135*
1974 January	123	121	134	127	124		132	130	137	*120*	*141*
February	125	124	134	129	125	144	134	131	139	*122*	*146*
March	127	124	135	131	125		138	133	141	*123*	*147*
April	128	126	137	133	126		139	135	145	*124*	*151*
May	130	127	139	134	127	151	141	136	147	*125*	*151*
June	132	128	142	136	127		143	136	149	*126*	*152*
July	134	129	143	138	128		147	137	150	*127*	*155*
August	136	129	144	139	128	157	150	138	150	*129*	*157*
September	138	130	147	140	128		154	140	152	*131*	*159*
October	139	131	148	142	129		157	142	155	*132*	*163*
November	140	133	151	143	130	165	159	143	158	*133*	*164*
December	141	134	152	144	130		161	144	160	*134*	*165*
1975 January	143								164		
% change latest three months:											
On previous three months	+2.9	+2.6	+3.5	+3.2	+1.3	+4.6	+6.1	+3.3	+5.4	*+2.9*	*+4.5*
On a year earlier	+15.9	+11.2	+16.3	+15.0	+6.4	+20.0	+24.7	+10.9	+19.2	*+12.1*	*+24.6*

[1] Excluding rent. Change of basis during period. (e) estimated.

Source: 'OECD Main Economic Indicators'

TABLE 8 **Value of retail sales** Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium[1]/ Luxembourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[5]	Netherlands	Great Britain[5]	*United States*	*Japan*
1968	83	82	88	82	83	84	80	89	*92*	*80*
1969	90	90	97	90	91	90	89	93	*95*	*89*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	120	125	125	121	123	*119*	*118*
1973	138	134	117	131	148	152	131	139	*134*	*145*
1974			133						*143*	
1972 1st quarter	115	113	107	118	119	109	116	116	*114*	*111*
2nd quarter	117	118	108	120	122	115	120	119	*117*	*114*
3rd quarter	122	121	111	124	126	118	122	125	*120*	*120*
4th quarter	126	123	110	125	132	158	124	130	*125*	*124*
1973 1st quarter	133	128	112	132	141	123	128	135	*132*	*135*
2nd quarter	134	129	116	130	147	141	130	133	*132*	*139*
3rd quarter	135	137	114	131	149	140	132	140	*136*	*147*
4th quarter	145	142	124	131	152	204	137	147	*137*	*156*
1974 1st quarter	150	144	128	137	160	160	140	150	*138*	*157*
2nd quarter	154	148	131	136	166	166	144	154	*142*	*160*
3rd quarter	159	148	137	141	169	181	149	165	*148*	*170*
4th quarter			137							
1973 August	133	137	113	131	158	123	133	139	*135*	*145*
September	139	139	116	131	147	161	132	141	*136*	*151*
October	144	141	126	134	151	183	137	146	*138*	*153*
November	144	141	120	130	155	177	135	147	*137*	*159*
December	148	143	124	130	151	253	138	149	*135*	*155*
1974 January	150	144	130	137	154	153	138	147	*137*	*160*
February	150	146	128	135	167	153	142	150	*138*	*156*
March	149	141	125	138	158	175	140	151	*140*	*154*
April	153	148	126	137	169	183	141	152	*142*	*154*
May	156	150	137	137	163	179	145	152	*143*	*160*
June	153	146	129	134	166	173	144	157	*142*	*165*
July	158	149	136	142	165	184	150	160	*148*	*167*
August	159	149	130	138	171	162	149	165	*150*	*177*
September	160	147	143	144	172	196	148	168	*148*	*170*
October		150	148	144	175			171	*146*	
November		151	129					75	*142*	
December			134						*143*	
% change latest three months:										
On previous three months	+3.2	+0.9	nil	+3.2	+4.9	+9.0	+3.5	+6.6	*– 2.7*	*+6.9*
On a year earlier	+17.8	+6.4	+10.5	+7.6	+13.6	+29.3	+12.9	+18.2	*+5.1*	*+16.3*

[1] Department stores. [2] Department and chainstores. [3] Excluding West Berlin. [4] Average weekly sales. [5] Excluding motor vehicles.
[6] Revised series, including chainstores.

Source: 'OECD Main Economic Indicators'.

TABLE 9 Earnings/wages per head in manufacturing

Indices 1970 = 100

	Belgium/ Luxem-bourg	Den-mark[1, 2, 3]	France[3]	German F.R.[4] †	Ireland[3]	Italy[7]	Nether-lands[3]	United Kingdom†	*United States*[4]	*Japan*[5] †
1968	84	81	82	79	76	78	82	81	*90*	*73*
1969	92	90	91	87	86	83	90	89	*95*	*85*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	116	116	113	112	111	*106*	*114*
1972	127	129	120	121	133	124	126	126	*113*	*132*
1973	147	154	135	136	159	154	142	143	*121*	*163*
1974			159				168		*131*	
1971 1st quarter	107	108	104	108	110	109	107	108	*104*	*108*
2nd quarter	110	114	107	109	114	111	110	111	*106*	*111*
3rd quarter	112	117	110	113	118	114	114	112	*106*	*116*
4th quarter	116	121	113	112	122	116	116	115	*108*	*117*
1972 1st quarter	122	123	115	116	127	119	122	121	*111*	*123*
2nd quarter	124	128	118	120	131	121	124	124	*112*	*129*
3rd quarter	127	130	121	122	135	126	128	127	*113*	*131*
4th quarter	132	134	125	126	140	130	129	131	*116*	*138*
1973 1st quarter	141	137	129	130	145	137	137	134	*118*	*146*
2nd quarter	145	150	133	135	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	143	141	168	168	148	150	*124*	*175*
1974 1st quarter	161	174	147	142	172	176	158	147	*126*	*173*
2nd quarter	177	186	155	151	188	184	166	159	*129*	*201*
3rd quarter	185	191	164	156		194	174	172	*133*	*215*
4th quarter			168				175		*137*	
% change latest three months:										
On previous three months	+4.5	+2.7	+2.4	+3.3	+9.3	+5.4	+0.6	+8.2	*+3.0*	*+6.6*
On a year earlier	+24.2	+19.4	+17.5	+13.9	+19.7	+20.4	+18.2	+19.4	*+10.2*	*+32.4*

† Seasonally adjusted.
[1] Including mining. [2] Earnings. [3] Hourly earnings industry: males. [4] Gross hourly earnings per productive worker. [5] Monthly earnings in manufacturing: regular workers.
[6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings. [7] Hourly-rates times average daily hours worked.
[8] Revised series.
Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reihe 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and United Kingdom ('Department of Employment Gazette').

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 21 February 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Akenfield	BR/E 37943/23/2/80	98	17 February	Angle Film Distributors Ltd.	Angle Films Ltd.
Fish Patrol	BR/E 37945/23/2/80	22	19 February	Fox-Rank Distributors Ltd.	Drummer Films Ltd.
Mr. Shepard And Mr. Milne	BR/E 37946/23/2/80	33	20 February	Hemdale International Films Ltd.	Andrew Holmes Productions
Movietone News 2385	BR/E 37815/23/2/80	8	21 February	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Last Chance	EC 37942/23/2/80	102	18 February	Tigon Film Distributors Ltd.	Fral SpA, Italy
Flesh For Frankenstein	EC 37951/23/2/80	87	20 February	EMI Film Distributors Ltd.	Compagnia Cinematografica Champion, Italy
			FOREIGN		
The Four Musketeers (Revenge Of Milady)	F 37944	103	19 February	Fox-Rank Distributors Ltd.	Film Trust SA, London
Neither By Day Nor By Night	F 37947	91	19 February	Monarch Film Corporation Ltd.	Modechal Slonim Film Productions, Tel Aviv
Land Of Legend	F 37948	15	19 February	Monarch Film Corporation Ltd.	Aica Productions, Johannesburg
Black Rhino	F 37949	9	20 February	Monarch Film Corporation Ltd.	Aica Productions, Johannesburg
All I Want Is You And You And You	F 37950	90	20 February	Tigon Film Distributors Ltd.	Globebest Ltd., London
Military Magoo	F 37952	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
Magoo's Gorilla Friend	F 37953	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
Magoo And The Medium	F 37954	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
Magoo At Blithering Heights	F 37955	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
Magoo's Roof Goof	F 37956	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
Muscles Magoo	F 37957	6	20 February	EMI Film Distributors Ltd.	UPA Productions of America, California
A Bird's Life	F 37958	9	20 February	Contemporary Films Ltd.	Czechoslovak Filmexport, Prague

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Construction enterprises with sales of £1–£5 million

Organisations providing professional services with sales of £100,000–£500,000

Certain banks, finance houses and similar enterprises as defined in the Information Order.*

These enterprises should now send the following information to the Commission:

Name and address (and name and address of any subsidiary company)

Description of nature of business

Sales in UK in last completed year of account (including sales of subsidiaries)

This should be sent to **Dept CIII, Room 110, Price Commission, Neville House, Page Street, London SW1P 4LS.**

For any other information, contact your nearest Price Commission Office.

*Article 13(f) of the Counter-Inflation (Prices and Charges) (Information) Order 1974 (SI 1974 No 2115).

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United Kingdom trade by air in the first half of 1974

United Kingdom trade by air continued to grow in the first half of 1974, although at a slower rate than total trade. Imports carried by air totalled £1,465 million, an increase of 37 per cent compared with the first half of 1973 whereas total imports rose by 55 per cent, largely reflecting the near quadrupling of the price of oil. As a result the proportion of imports by value carried by air fell from 15 per cent in 1973 to 13 per cent in the first half of 1974. Exports carried by air in the first six months of 1974 totalled £1,378 million, an increase of 45 per cent on the same period a year earlier. The corresponding rise in total exports was 32 per cent. The proportion of trade exported by air in the first half of 1974 was 18 per cent, the same proportion as in the second half of 1973.

The commodity analyses in tables 2 and 3 illustrate the relative importance of the different categories of trade by air. Machinery (Divisions 71 and 72) continued to be the most important group accounting for a third of the total value of both exports and imports carried by air in the first half of 1974. Other important groups in trade by air were non-metallic mineral manufactures (mainly precious stones) (Division 66), and miscellaneous manufactured articles (Division 89).

For some classes of merchandise carriage by air is the most popular

TABLE 1 Value of trade compared with total trade

Year	Exports			Imports		
	Total £m fob	By air £m fob	% of total exports	Total £m cif	By air £m cif	% of total imports
1969	7,339.4	978.9	13.3	8,315.0	1,082.6	13.0
1970	8,061.1	1,095.1	13.6	9,036.8	1,220.2	13.5
1971	9,181.4	1,304.1	14.2	9,821.1	1,335.4	13.6
1972	9,745.8	1,539.4	15.8	11,138.3	1,584.9	14.2
1973	12,455.1	2,111.0	16.9	15,854.4	2,368.9	14.9
1973 1st half	5,902.5	947.6	16.1	7,291.4	1,067.9	14.6
2nd half	6,552.6	1,163.4	17.8	8,563.1	1,301.0	15.2
1974 1st half	7,782.9	1,377.7	17.7	11,326.9	1,465.0	12.9

TABLE 1(a) Increase in value of United Kingdom trade (per cent on a year earlier)

Year	Exports		Imports	
	Total	By air	Total	By air
1969	14	18	5	16
1970	10	12	9	13
1971	14	19	9	9
1972	6	18	13	19
1973	28	37	42	49
1973 1st half	22	31	34	49
2nd half	34	43	50	48
1974 1st half	32	45	55	37

TABLE 2 Commodity composition of exports

Selected divisions	2nd half 1973			1st half 1974		
	Total £m fob	By air £m fob	% of total exports	Total £m fob	By air £m fob	% of total exports
00 Live animals (excluding zoo animals, dogs and cats)	37.3	21.8	58	18.7	9.6	51
21 Hides, skins and fur skins, undressed	36.9	10.2	28	54.7	19.8	36
51 Chemical elements and compounds	197.1	20.4	10	332.7	22.1	7
54 Medicinal and pharmaceutical products	114.0	48.9	43	137.7	59.2	43
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	50.2	3.0	6	66.8	4.1	6
61 Leather, leather manufactures, not elsewhere specified and dressed fur skins	40.4	13.5	33	49.2	16.5	34
62 Rubber manufactures, not elsewhere specified	60.5	2.6	4	78.3	3.0	4
65 Textile yarn, fabrics, made up articles and related products	307.0	26.9	9	384 1	30.8	8
66 Non-metallic mineral manufactures not elsewhere specified	554.7	219.5	40	559.4	301.3	54
68 Non-ferrous metals	295.9	58.2	20	378.5	102.6	27
69 Manufactures of metal not elsewhere specified	172.6	11.4	7	215.7	13.3	6
71 Machinery, other than electric	1,204.2	269.9	22	1,431.1	307.0	21
72 Electrical machinery, apparatus and appliances	412.6	116.1	28	511.5	152.3	30
73 Transport equipment	748.0	82.1	11	822.6	105.2	13
84 Clothing, knitted or crocheted articles, including elastic or rubberised fabrics and articles of fur	107.1	48.4	45	95.1	39.1	41
85 Footwear, gaiters and the like	20.2	3.6	18	20.8	3.4	16
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	177.4	60.3	34	199.4	64.7	32
89 Miscellaneous manufactured articles, not elsewhere specified	275 8	84.5	31	292.0	84.7	29
All other goods	1,740.7	62.1	4	2,134.7	39.0	2
Total	6,552.6	1,163.4	18	7,782.9	1,377.7	18

TABLE 3 Commodity composition of imports

Selected divisions	2nd half 1973			1st half 1974		
	Total £m cif	By air £m cif	% of total imports	Total £m cif	By air £m cif	% of total imports
00 Live animals (excluding zoo animals, dogs and cats)	48.4	15.8	33	36.1	7.4	20
21 Hides, skins and fur skins, undressed	54.2	25.1	46	53.0	19.1	36
28 Metalliferous ores and metal scrap	202.7	34.2	17	242.2	56.4	23
51 Chemical elements and compounds	201.7	26.5	13	331.6	37.8	11
54 Medicinal and pharmaceutical products	36.8	17.0	46	44.9	21.3	47
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	28.6	6.7	23	38.8	6.9	18
61 Leather, leather manufactures, not elsewhere specified and dressed fur skins	31.5	4.1	13	31.3	4.5	14
65 Textile yarn, fabrics, made up articles and related products	273.9	29.9	11	337.5	30.3	9
66 Non-metallic mineral manufactures, not elsewhere specified	470.1	359.6	76	508.0	381.0	75
68 Non-ferrous metals	364.0	20.6	6	508.7	18.5	4
69 Manufactures of metal, not elsewhere specified	113.4	15.8	14	140.2	19.8	14
71 Machinery other than electric	809.5	284.1	35	947.7	315.1	33
72 Electrical machinery, apparatus and appliances	467.8	166.5	36	526.8	202.8	38
73 Transport equipment	439.2	30.3	7	414.8	31.5	8
84 Clothing, knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	186.5	38.4	21	207.7	37.5	18
85 Footwear, gaiters and the like	41.8	6.5	16	58.5	6.0	10
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	150.5	75.1	50	180.0	86.9	48
89 Miscellaneous manufactured articles, not elsewhere specified	294.3	104.3	35	331.3	113.5	34
All other goods	4,348.2	40.6	1	6,388.0	68.8	1
Total	8,563.1	1,301.0	15	11,326.9	1,465.0	13

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type of transport. Those commodities with the highest proportions of goods exported by air in the first half of 1974 were non-metallic mineral manufactures (Division 66) 54 per cent, live animals (Division 00) 51 per cent, medicinal and pharmaceutical products (Division 54) 43 per cent and clothing (Division 84) 41 per cent. Among imports the commodities with the highest proportion of goods carried by air were non-metallic mineral manufactures (Division 66) 75 per cent, scientific instruments (Division 86) 48 per cent and medicinal and pharmaceutical products (Division 54) 47 per cent.

The pattern of air trade by main areas and countries is shown in tables 4 and 5. Western Europe and North America continued to be the two most important areas for air trade in the first half of 1974, accounting for 46 and 28 per cent respectively of total export and import by air combined. The proportion of air trade with the Sterling Area outside Europe after rising in the second half of 1973 to 13 per cent was at a similar level in the first half of last year.

Our most important trading partner in terms of the value of both export and import trade by air was again the United States of America. Switzerland continued to be our second largest partner in air trade, with 52 per cent of our total trade with this market in the first half of 1974 being carried by air. This high proportion of air trade is heavily influenced by entrepôt trade in precious stones. Carriage by air also accounted for 34 per cent of total exports to USA, 29 per cent to Belgium and 26 per cent to Japan, and also accounted for a high proportion of our imports from the Republic of South Africa (42 per cent) and the United States (38 per cent).

Statistical note

The valuation of exports and imports in this article is on the Overseas Trade Statistics basis. While estimates for total trade are published on a Balance of Payments basis in the monthly trade article, the adjustments to that basis are not available for the main commodity groups or trading areas, nor for the analysis of trade by air.

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for the under-recording of exports in 1969-71 and in 1973/74.

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports by parcel post are included both in total exports and in exports by air.

TABLE 4 Exports to, and imports from, various areas by air

	Exports			Imports		
	2nd half 1973 £m fob	1st half 1974 £m fob	% of total	2nd half 1973 £m cif	1st half 1974 £m cif	% of total
Sterling Area outside Europe	139.4	154.8	11.2	175.1	205.5	14.0
Western Europe	584.6	683.5	49.6	600.6	620.0	42.3
North America	293.1	335.6	24.4	347.0	462.7	31.6
Latin America	23.5	25.8	1.9	9.6	9.2	0.7
Soviet Union and Eastern Europe	11.0	15.5	1.1	109.5	98.6	6.7
Non-Sterling Middle East	46.1	97.9	7.1	12.1	21.2	1.4
Rest of the world	65.7	64.6	4.7	47.1	47.7	3.3
Total	1,163.4	1,377.7	100.0	1,301.0	1,465.0	100.0

TABLE 5 Exports to, and imports from, selected countries

	Exports						Imports					
	2nd half 1973			1st half 1974			2nd half 1973			1st half 1974		
Selected countries	Total £m fob	By air £m fob	% of total exports	Total £m fob	By air £m fob	% of total exports	Total £m cif	By air £m cif	% of total imports	Total £m cif	By air £m cif	% of total imports
Western Germany	427.9	74.0	17.3	480.0	86.3	18.0	745.7	105.3	14.1	910.7	113.9	12.5
Netherlands	322.2	28.5	8.8	452.3	33.0	7.3	485.7	31.4	6.5	746.5	37.7	5.1
Belgium	338.1	54.3	16.1	412.3	121.6	29.5	239.6	35.3	14.7	332.7	44.4	13.3
France	351.8	78.5	22.3	439.0	89.6	20.4	524.3	106.4	20.3	653.4	99.6	15.2
Italy	207.0	40.4	19.5	260.4	48.7	18.7	286.5	30.0	10.5	364.4	30.2	8.3
Sweden	270.6	23.5	8.7	338.1	27.3	8.1	403.6	13.7	3.4	446.1	15.4	3.5
Denmark	181.8	10.5	5.8	216.8	11.4	5.3	257.5	7.8	3.0	279.6	8.4	3.0
Switzerland	287.0	171.4	59.7	294.1	154.5	52.5	329.5	198.1	60.1	386.0	199.9	51.8
Portugal	79.1	9.1	11.5	101.7	10.0	9.8	103.2	23.3	22.6	112.5	24.4	21.7
Austria	68.0	7.5	11.0	76.4	9.5	12.4	94.3	8.3	8.8	98.6	6.7	6.8
Spain	96.4	15.2	15.8	123.9	19.9	16.1	120.4	5.9	4.9	116.9	6.7	5.7
Irish Republic	334.0	40.1	12.0	402.3	37.3	9.3	286.7	21.9	7.6	366.2	21.1	5.8
United States of America	780.3	246.2	31.6	839.3	284.1	33.8	842.5	311.6	37.0	1,087.7	417.8	38.4
Canada	207.0	46.6	22.5	216.6	51.0	23.5	393.3	30.6	7.8	485.3	38.9	8.0
India	65.7	17.4	26.5	63.1	13.0	20.6	81.1	11.1	13.7	94.7	19.1	20.2
Australia	210.6	23.8	11.3	258.5	26.9	10.4	155.1	5.2	3.4	141.7	5.6	4.0
Republic of South Africa	193.9	17.9	9.2	241.3	25.4	10.5	201.1	75.1	37.3	223.7	94.6	42.3
Japan	148.4	51.3	34.6	167.7	44.3	26.4	238.6	20.6	8.6	285.0	23.7	8.3
Total	4,569.6	956.3	20.9	5,383.9	1,094.1	20.3	5,788.5	1,041.7	18.0	7,131.8	1,208.1	16.9
All other countries	1,983.0	207.2	10.4	2,398.9	283.6	11.8	2,774.5	259.4	9.3	4,195.1	256.8	6.1
Grand total	6,552.6	1,163.4	17.8	7,782.9	1,377.7	17.7	8,563.1	1,301.0	15.2	11,326.9	1,465.0	12.9

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Motor vehicle output in January

Although manufacturers were working below full capacity in January in both the car and the commercial vehicle sectors, the output of cars rose slightly and that of commercial vehicles rose markedly compared with the previous month.

In the four weeks to 25 January car output at 125,208 units or 31,302 per week was 26 per cent greater than the low rate of production in January 1974, when output was affected by the 'three day week', and 6 per cent above the weekly average in 1974 as a whole. Commercial vehicle output at 34,426 units (8,606 per week) was 46 per cent above the January 1974 level and 11 per cent above the average weekly rate in 1974.

(The comments which follow are based on the seasonally adjusted figures in Table 2.)

Cars

Car output in January was a little higher, with a rise of 2 per cent, and production for the home market was 4 per cent higher than in December. In the latest three months (November-January) production of passenger cars showed some recovery to a moderate level of output, with a rise of 8 per cent compared with the relatively low level in the preceding three months, which included substantial strike losses. The proportion of total output destined for overseas markets, which rose during the last two quarters of 1974 to reach 42 per cent in the fourth quarter, fell back slightly to 40 per cent in January.

Commercial vehicles

Seasonally adjusted, the output of commercial vehicles in January was 10 per cent above the December level and represented the highest monthly output for 18 months. Within the total, home market production increased by 4 per cent while production for export rose by nearly 18 per cent from the previous month to reach its highest seasonally adjusted level for over three years.

Comparing the last three months (November 1974 to January 1975) with the preceding three, commercial vehicle output rose by 3 per cent, with production for export markets rising slightly faster than production for the home market.

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)					Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52								
1974 1st quarter	13	237,232	150,688	387,920	29,840	52,641	36,845	89,486	6,884
2nd quarter	13	275,355	164,041	439,396	33,800	63,122	46,063	109,185	8,399
3rd quarter	13	185,497	121,121	306,618	23,586	50,233	39,800	90,033	6,926
4th quarter	13	239,848	160,337	400,185	30,783	66,377	47,485	113,862	8,759
1975 1st quarter	13								
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1974 January	4	61,781	37,628	99,409	24,852	13,989	9,595	23,584	5,896
February	4	73,721	50,721	124,442	31,110	16,048	11,428	27,476	6,869
March	5	101,730	62,339	164,069	32,814	22,604	15,822	38,426	7,685
April	4	74,411	40,917	115,328	28,832	18,881	12,913	31,794	7,948
May	4	99,873	58,240	158,113	39,528	20,614	15,513	36,127	9,032
June	5	101,071	64,884	165,955	33,191	23,627	17,637	41,264	8,253
July	4	56,304	37,405	93,709	23,427	14,978	12,841	27,819	6,955
August	4	66,368	46,662	113,030	28,258	14,701	10,495	25,196	6,299
September	5	62,825	37,054	99,879	19,976	20,554	16,464	37,018	7,404
October	4	73,584	49,228	122,812	30,703	20,846	14,332	35,178	8,794
November	4	84,742	55,632	140,374	35,094	22,364	16,125	38,489	9,622
December	5	81,522	55,477	136,999	27,400	23,167	17,028	40,195	8,039
1975 January	4	79,313	45,895	125,208	31,302	19,997	14,429	34,426	8,606
February	4								
March	5								
April	4								
May	4								
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								

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TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	36.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1974 1st quarter	69	42	111	16.6	11.7	28.3
2nd quarter	85	47	132	19.6	14.2	33.8
3rd quarter	83	55	138	21.3	16.2	37.5
4th quarter	76	54	130	19.8	14.7	34.5
1974 January	56	44	100	15.2	12.3	27.5
February	70	36	106	16.2	11.0	27.2
March	80	46	126	18.5	11.7	30.2
April	79	32	111	19.9	13.8	33.7
May	93	56	149	21.3	14.5	35.8
June	81	55	136	17.7	14.2	31.9
July	97	66	163	22.0	16.7	38.7
August	88	61	149	22.1	16.8	38.9
September	64	37	101	19.8	15.1	34.9
October	72	49	121	18.8	14.0	32.8
November	82	60	142	20.1	15.3	35.4
December	75	53	128	20.8	14.8	35.6
1975 January	78	53	131	21.7	17.4	39.1
Average of:						
Aug.-Oct. 1974	75	49	124	20.2	15.3	35.5
Nov.-Jan. 1975	78	55	133	20.9	15.8	36.7
Percentage change	+5	+13	+8	+3	+4	+3

Corrections to December 1974 'Overseas Trade Statistics of the United Kingdom'

Corrections are required to certain quantity figures of imports and exports in the December 1974 issue of the *Overseas Trade Statistics of the United Kingdom*; they relate to the figures for the 12 months ended December 1974. They affect a number of headings for steel products, and arise from the use of wrong units of quantity in the original import and export documents submitted to Customs. Amendments to the published figures will be provided with the February 1975 issue of *Overseas Trade Statistics*.

Changes to retail price index recommended

A report by the Retail Prices Index Advisory Committee, Cmnd. 5905, HMSO, price 38p, published on 19 February, recommends changes to be made to the retail prices index. These include the treatment of mortgages, weighting of the index overall and the weighting of the fruit and vegetable groups. The recommendations have been accepted by Michael Foot, Secretary of State for Employment. They will take effect in measuring changes from January 1975 onwards, beginning with the February index to be published in March, but will not affect the level of the index in January.

A major part of the housing costs of owner occupiers has in the past been represented in the index on the basis of an 'equivalent rent', that is, the rent an owner-occupied house would command if let on a free market. From now on the equivalent rent will be replaced by the owner-occupier's mortgage interest payments. The other housing costs of owner-occupiers, namely rates, water charges and expenditure on repairs and maintenance will continue to be treated as now.

The Committee recognised that, because of the practical difficulties in the measurement of equivalent rents, the time had come to change to a method that directly reflected house prices and mortgage interest rates, which owner-occupiers think of as the main costs of living in a house which they are buying on a mortgage.

The weight in the index will be calculated from the average mortgage interest payment (after the deduction of income tax relief) made by households as reported in the Family Expenditure Survey. Changes in the average mortgage interest payment will be measured by an indicator which takes account of changes in current rates of mortgage interest (after the deduction of income tax relief) and also of changes in the outstanding indebtedness of owner-occupiers which depends partly on current and partly on past house prices.

A second main recommendation is that the weights of the index should be based on the pattern of expenditure over the latest 12 month period for which data are available, rather than on the average of three years as hitherto. Apart from a very small number of commodities, this change will apply to all items included in the index and will make the weights more up to date. This change has become possible because the size of the sample of households included in the Family Expenditure Survey has been increased and more accurate estimates of expenditure are now available each year.

A third main recommendation is that the weights of the separate items included in the vegetable and fruit groups which have hitherto remained constant over 12 month periods should now be allowed to vary monthly within fixed group totals to take account of the considerable seasonal variation which occurs in the purchases of certain vegetables and fruits. An outstanding example is the seasonal variation in the purchase of tomatoes. This will have the effect that where the prices of certain vegetables or fruits are high or low at certain times of the year compared with their prices in the previous January, their weights in these months will be based on the reduced or increased purchases resulting from the high or low prices. This will correct the present tendency, which arises from the use of weights based on constant purchases, for fruit and vegetable price increases which occur seasonally to be over-stated and price decreases to be under-stated in the index as a whole.

The Committee also considered a criticism about the treatment of rent rebates in the index. The index works on the principle of including the actual price paid for any item and this leads to treating a rent rebate as a price reduction to a household receiving a rebate. The Committee recommended that the present treatment of rent rebates should remain unchanged at least for the time being.

Arising from their discussion of this issue the Committee recommended that further consideration should be given by an appropriate body to the possibility of supplementing the monthly index of earnings by a more elaborate index which could take account of elements of social spending and subventions on income of all kinds, in other words an index of what is sometimes described as the 'social wage'.

The Committee also recommended that households in which the head or spouse receives supplementary benefits, and which are not pensioner households, should remain within the coverage of the general index of retail prices.

A year ago the reference base of the index was changed to January 1974. This was the result of a recommendation for such a change submitted to the then Secretary of State for Employment in an interim report in December 1973. The interim report is included as Section 1 of the Committee's final report.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Sales by wholesale textile houses

Sales by wholesale textile houses in December showed an increase of 5 per cent on a year earlier, compared with increases of 12 per cent in October and 1 per cent in November.

The value of stocks at the end of December was 3 per cent lower than a year earlier.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1972 3rd quarter	123	*7*	154	*4*
4th quarter	149	*6*	169	*12*
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1973 December	151	*4*	204	*21*
1974 January	83	*–4*	179	*11*
February	135	*8*	184	*9*
March	182	*25*	189	*3*
April	139	*5*	180	*11*
May	123	*8*	206	*19*
June	132	*9*	202	*18*
July	117	*9*	205	*19*
August	141	*13*	207	*15*
September	185	*16*	194	*12*
October	206	*12*	192	*18*
November	156	*1*	222	*10*
December	158	*5*	198	*–3*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	Dec. 1974	Jan.-Dec. 1974	Dec. 1974
Women's knitted outwear, blouses and skirts	–23	8	–25
Women's coats, costumes, furs and raincoats	–8	–9	–18
Women's underwear	10	19	46
Women's hose and children's socks	–31	8	–15
Women's millinery	51	7	–5
Haberdashery, ribbons and wool	–20	5	–10
Children's wear	–32	7	–7
Men's and boys' shirts, pyjamas and outfitting	–8	10	72
Gloves	–65	23	35
Piece-goods and nets	–29	–8	–35
Household textiles	–30	6	–21
Floor coverings, furniture and hardware	30	12	–7
Boots and shoes	–34	2	30
Total†	5	9	–3

† Including some items not included among the sub-headings.
‡ Values at cost.

Notes

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the year 1974 the amount of cloth woven was 4 per cent lower than in 1973. Production of single yarn decreased by 9 per cent and doubled yarn by 9 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1974	101.3	87.7	74.7		409.5	505.3
1973 January*	2.5	1.7	1.6		9.3	9.7
February	2.6	1.9	1.7		10.0	10.2
March	2.5	2.0	1.8		10.0	10.4
April	2.2	1.7	1.6		8.8	9.4
May*	2.5	2.0	1.8		9.5	10.1
June	2.0	1.8	1.5		9.5	10.1
July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8
August	2.2	2.0	1.6		8.6	10.8
September	1.8	1.5	1.3		6.8	9.9
October*	2.2	1.7	1.6		9.0	11.4
November	2.2	1.7	1.6		9.5	11.1
December	1.6	1.3	1.2		7.7	8.6

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

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Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in December 1974 was 21 per cent lower than in December 1973. Statistics issued by the Wool Industry Bureau of Statistics show that in the year 1974 woven fabrics (excluding blankets) were 9 per cent less than in 1973; deliveries of worsted yarn (excluding semi-worsted yarn) were 14 per cent lower. Production of wool and hair tops was 29 per cent less and that of man-made fibre tops was 2 per cent less.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974		43.9	54.8	122.5	87.2	92.1	82.6	28.1
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter		10.0	14.0	28.0	20.6	23.0	19.4	6.4
4th quarter		9.1	12.0	28.5	21.6	20.6	21.2	6.8
1973 January	14.3	6.8	4.2	12.9	9.5	8.7	8.2	3.8
February	12.3	6.1	4.0	11.3	8.6	7.9	7.7	2.5
March	14.1	7.0	5.1	12.6	9.7	9.3	8.6	2.8
April	11.4	5.6	4.6	10.3	7.8	7.5	7.1	2.5
May	11.5	5.5	4.9	11.1	8.5	9.7	7.4	2.5
June	12.0	5.5	4.4	12.1	8.3	9.9	7.2	2.3
July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	10.3	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September	9.0	3.6	4.2	9.7	6.8	7.9	6.8	2.6
October	8.6	3.3	4.9	10.1	8.4	8.2	7.9	2.5
November		3.0	3.8	9.6	7.2	7.2	6.7	2.5
December		2.8	3.4	8.8	6.0	5.3	6.4	1.8

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In December deliveries of semi-worsted yarn were 0.6 million kilos.

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Exports of wool textile products

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products (†)
	£m.	£m.	Mn. kilos	£m.	Mn. kilos	£m.	Mn. sq. metres	£m.
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1974	180.44	26.15	16.15	41.56	15.56	105.84	52.80	6.89
1971 1st quarter	23.30	4.04	4.40	5.21	3.50	13.18	11.60	0.87
2nd quarter	29.43	4.32	4.85	6.44	4.61	17.42	14.34	1.25
3rd quarter	26.21	4.12	4.74	5.37	3.54	15.45	14.10	1.27
4th quarter	27.89	3.80	4.66	6.26	4.22	16.52	14.26	1.31
1972 1st quarter	24.72	4.00	4.71	6.06	4.22	13.66	12.14	1.00
2nd quarter	31.35	5.24	5.84	7.61	5.28	17.27	14.41	1.23
3rd quarter	26.41	3.96	4.03	5.81	3.79	15.53	13.27	1.12
4th quarter	36.01	6.59	5.93	7.81	4.84	20.03	16.51	1.59
1973 1st quarter	37.85	9.38	6.31	8.97	5.10	18.25	14.26	1.25
2nd quarter	46.56	11.04	8.10	9.53	4.88	24.48	16.57	1.51
3rd quarter	43.93	9.36	2.81	9.09	4.20	23.89	15.50	1.59
4th quarter	43.99	8.28	4.14	9.36	4.11	24.47	14.05	1.88
1974 1st quarter	45.05	8.55	..	10.47	4.20	24.44	13.50	1.58
2nd quarter	51.32	7.82	..	12.08	4.52	29.52	14.63	1.81
3rd quarter	42.27	4.86	..	9.56	3.43	26.23	12.84	1.62
4th quarter	41.90	4.92	..	9.45	3.41	25.66	11.84	1.88

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Expo.t List, of sheeps' or lambs' wool of fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Release dates of economic statistics to be published in March

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in March. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
March			
3 Mon.	Capital expenditure by the manufacturing, distributive and service industries (4th qtr. – prov.)	PN	Department of Industry
	Manufacturers' and distributors' stocks (4th qtr. – prov.)	PN	Department of Industry
4 Tues.	United Kingdom official reserves (Feb.)	PN	Treasury
	Capital issues and redemptions (Feb.)	PN	Bank of England
6 Thurs.	Slum clearance (4th qtr. – final)	PN	Department of Environment
	Housing starts and completions (Jan. – prov.)	PN	Department of Environment
	House renovation grants approved (Jan. – prov.)	PN	Department of Environment
	Construction – output (4th qtr.)	PN	Department of Environment
	Provisional figures of vehicle production and estimates of new car registrations (Feb. – prov.)	PN	Department of Industry
7 Fri.	Consolidated Fund and National Loans Fund (Feb.)	London Gazette	Treasury
10 Mon.	Central Government borrowing requirement (Jan.)	Financial Statistics	CSO/ Treasury
	Hire purchase and other instalment credit business (Jan.)	PN	Department of Industry
	Retail trade (Jan. – final)	PN	Department of Industry
	Wholesale price index numbers (Feb.)	PN	Department of Industry
	United Kingdom balance of payments (4th qtr.)	PN	CSO/ Treasury
12 Wed.	London clearing banks' monthly statement (mid-Feb.)	PN	CLCB
	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-Feb.)	PN	Bank of England
13 Thurs.	UK banking statistics (4th qtr.)	Bulletin	Bank of England
	Money stock (4th qtr.)	Bulletin	Bank of England
14 Fri.	Crude steel production (Feb.)	PN	Department of Industry
	Balance of payments current account and overseas trade figures incorporating the import and export unit value and volume index numbers and the terms of trade (Feb.)	PN	Department of Trade/ CSO
	Building societies' receipts and loans (Feb.)	PN	BSA
17 Mon.	Retail trade (Feb. – prov.)	PN	Department of Industry
	Turnover of the catering trades (Jan.)	PN	Department of Industry
18 Tues.	Index of industrial production (Jan.)	PN	CSO
	National Income and Expenditure (4th qtr. – prov.)	PN	CSO
19 Wed.	Basic rates of wages and normal weekly hours (end-Feb.)	PN	Department of Employment
	Monthly index of average earnings (Jan.)	PN	Department of Employment
20 Thurs.	Unemployment (Mar. – prov.)	PN	Department of Employment
	Unfilled vacancies (Mar. – prov.)	PN	Department of Employment
	Car and commercial vehicle production (Feb. – final)	PN	Department of Industry
21 Fri.	Retail prices index (Feb.)	PN	Department of Employment
	Borrowing by local authorities (4th qtr.)	PN	CSO
	New vehicle registrations (Feb.)	PN	Department of Environment
23 Sun.	National Savings monthly progress report (Feb.)	PN	National Savings Committee
24 Mon.	UK banks' assets and liabilities and the money stock (mid-Feb.)	PN	Bank of England
	Quarterly analysis of bank advances (mid-Feb.)	PN	Bank of England
26 Wed.	Construction – new orders (Jan.)	PN	Department of Environment
	Bricks and cement production (Feb.)	PN	Department of Environment
	Finished steel consumption and stock changes (4th qtr. – final)	PN	Department of Industry
27 Thurs.	Energy trends	PN	Department of Energy
	Unemployment (Feb. – final)	Gazette	Department of Employment
	Employment in production industries (Jan.)	Gazette	Department of Employment
	Overtime and short-time working in manufacturing industries (Jan.)	Gazette	Department of Employment
	Stoppages of work due to industrial disputes (Feb.)	Gazette	Department of Employment
28 Fri.	Sales and orders in the engineering industries (Dec.)	Trade and Industry	Department of Industry

* PN = Press notice.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	This week
Balance of payments:	
current account (M)	20 Feb. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	9 Jan. 1975
Catering trades turnover (M)	16 Jan. 1975
Census of production	19 Dec. 1974 (see also 16 Jan. 1975)
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	20 Feb. 1975
Liquidity	12 Dec. 1974
new registrations:	
Gt. Britain (M)	23 Jan. 1975
N. Ireland (M)	30 Jan. 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	This week
Energy trends (M)	13 Feb. 1975
Engineering industries: sales and orders (M)	20 Feb. 1975
Film industry	
British Film Fund Agency returns (M)	13 Feb. 1975
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registrations of films (A)	6 Feb. 1975
Food:	
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Foreign exchange: official reserves (M)	13 Feb. 1975
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Furniture orders and deliveries (M)	30 Jan. 1975
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Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	20 Feb. 1975
ECGD local offices	20 Feb. 1975
Guide to Departments	5 Dec. 1974
Official Receivers' offices	20 Feb. 1975
Programme of trade promotions	16 Jan. 1975
Release dates of economic statistics	30 Jan. 1975

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BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo, boxes useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London NW3. 01-435 9878/9. (1)

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Government Sales

Ministry of Defence

5 March 1975 Miscellaneous Stores

Location: Dining Hall, Cavalry Barracks, off Butt Road, Colchester

Auctioneers: Fenn Wright Garrod Turner (Dept. L), 146 High Street, Colchester, Essex (tel. 0206 46161)

The lots on offer include a mobile crane, Ford estate car, welding plant, engineers tools, lifting gear, metal detectors, microscopes, pallet transporter, fork lift truck, radio parts, MT and electrical spares, tyres, charging sets, miscellaneous clothing, bedding, mixed rags and canvas. Batteries, crockery, household and office furniture. Scrap ferrous and non-ferrous metals.

12 March 1975 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts.

Auctioneers: Arnold and Son (Dept. L), 13 Market Place, Burton-upon-Trent, Staffs. DE14 1HD

The lots on offer include a large quantity of woollen cloth, MT, electrical and electronic spares, aircraft components and ground equipment, generators, general household and office furniture, various textiles and clothing. Scrap metals, vehicle tyres, engineering tools and a large collection of other miscellaneous stores.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Department of the Environment

4 March 1975

Location: Department of the Environment, Supplies Division stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (tel. 01-903 3508 or 01-902 4482)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (tel. 01-248 7954)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogue: direct from auctioneer, price 10p each.

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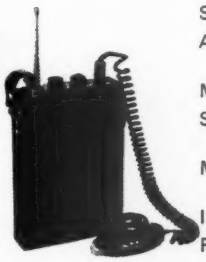

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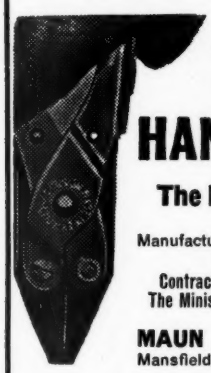

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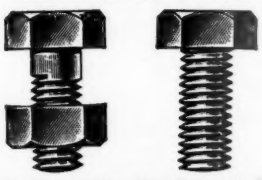

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